

Sir Geoffrey Howe, the British foreign secretary, left, listening to Jacques Delors, president of the EC Commission, at Sunday's meeting of EC foreign ministers in Brussels.

EC Faces a North-South Split As Leaders Open Budget Talks

By Peter Maass
International Herald Tribune
BRUSSELS — Less than a mile from the site of this week's European Community summit meeting is a fair that features the best in EC food, drink and entertainment. Marking the community's 30th anniversary, the fair even uses the European currency unit as legal tender.

But the heads of government scheduled to meet here on Monday and Tuesday may be wondering whether there is good cause for a celebration. Once again, the EC leaders face a daunting agenda packed with an array of complex, nearly intractable problems that seem to worsen whenever they are discussed.

EC diplomats say the leaders are probably headed toward more po-

litical disaster over community finances, with verbal recriminations flying while solutions sink. This time, the southern, poorer nations are likely to square off against the northern, wealthier countries.

The EC leaders are to debate ways to extricate the community from its gradual slouch into multi-billion-dollar debt. With agricultural spending running out of control, the community faces a spending deficit this year of about \$6 billion, according to most estimates.

The deficit has exacerbated tensions in the community, diverting precious time and money away from other projects. The community's technological research program is being held up by a British veto, while progress toward a barrier-free "Common Market" tortuously inches along.

In an attempt to lay the groundwork for a successful summit meeting, the Belgians, who hold the EC's revolving presidency, called a special weekend conference of foreign ministers. The ministers, however, have divided along north-south lines on a working paper proposed by the Belgian foreign minister to serve as a starting point for discussions.

The paper, drawing on an ambitious rescue plan proposed earlier this year by Jacques Delors, president of the EC Commission, called for reforms in farm spending, coupled with modern increases in member-state contributions and development aid to the EC's poorer members.

The working paper also called

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Seoul Hints at Flexibility

Official Suggests Constitution Could Be Revised

By John Burgess
Washington Post Service

SEOUL — The ruling Democratic Justice Party hinted over the weekend at new concessions to the opposition, whose leaders met Sunday to consider the offer of talks that reportedly would include the holding of new elections and the rewriting of South Korea's constitution.

The capital and provincial cities, which were rocked by often-violent rallies Friday, generally were quiet on Saturday and Sunday.

One of the broadest suggestions of new flexibility in the government came from Lee Choon Koo, secretary-general of the ruling party.

He was quoted Saturday as saying it was "unthinkable" that the constitution would remain in force long enough for President Chun Doo Hwan to transfer power to a successor when his term ends in February.

Mr. Lee's remarks came at the same time as other press reports and statements by party officials that suggested a willingness to discuss immediate constitutional change, as well as possibly canceling the nomination of Mr. Chun's chosen successor, Roh Tae Woo.

Under another proposal, discussed at a ruling party caucus Saturday, the National Assembly would be dissolved and a general election called.

There was no commitment to do any of these things, however. It was also unclear how the opposition would react to them.

Kim Young Sam, president of the main opposition party, met with Mr. Chun on Wednesday. Mr. Kim later called the meeting a failure, saying Mr. Chun agreed only to discuss constitutional change, not to grant opposition demands about how and when the talks would take place.

At the meeting, Mr. Kim also spurned Mr. Chun's suggestion that he meet with Mr. Roh and continue negotiating a settlement to a crisis of street demonstrations that began June 10, the day Mr. Roh was nominated.

However, state-run television said that Mr. Kim had offered Saturday to meet with Mr. Roh, on condition that the two parties first issue a joint communiqué on the release of political prisoners and lifting of press controls.

On Sunday, Kim Young Sam and Kim Dae Jung, another opposition leader, said they would confer Monday on the new government concessions. United Press International reported from Seoul.

[In Washington, Secretary of State George P. Shultz called the government's stated willingness to negotiate "a very encouraging development, something we have worked for for a long time."

[Mr. Shultz, on an NBC television interview program, said that

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Gadhafi in Algiers, Reportedly to Discuss Unity Plan

Colonel Moammar Gadhafi, the Libyan leader, left, being greeted by Chadli Bendjedid, the Algerian president, on his arrival Sunday in Algiers. Algerian official sources said the two leaders would discuss Libya's call for a political merger between the two countries. Since 1969, Colonel Gadhafi has tried to merge Libya with Morocco, Tunisia, Niger, Chad, Egypt and Sudan.

Meese's Role: Protect Reagan

Attorney General May Have Obscured Iran-Contra Details

By Walter Pincus
Washington Post Service

WASHINGTON — Attorney General Edwin Meese 3d, in a televised announcement last Nov. 23, broke the news that millions of dollars from the secret sale of U.S. arms to Iran had been diverted to help the Nicaraguan rebels, whom Congress had banned from receiving U.S. aid.

At the time, the revelations by the nation's chief law enforcement official seemed to support his assertion that the administration of President Ronald Reagan was "doing everything we can to be sure that there is no hint that anything is concealed."

But documents and testimony obtained later by the presidential review board headed by former Senator John G. Tower and by investigating committees of Congress suggest that the news conference was part of a larger cover-up to protect Mr. Reagan and shift the spotlight to his White House aides, especially Lieutenant Colonel Oliver L. North of the National Security Council staff.

On the previous day, Colonel North's attorney, Thomas C. Green, had begun a discussion of the diversion with a deputy to Mr. Meese by saying, "Colonel North is, you know, your ultimate marine, and he wants to step forward and take the spears in his own chest."

At the news conference, Mr.

Meese denied that the president had knowledge of the diversion. He identified Colonel North as "the only person in the United States government that knew precisely about this." The denial is yet to be refuted.

However, information disclosed since November indicates that Mr. Meese made a number of statements that day about the president and two 1985 arms shipments to Iran that he knew, or should have known, were untrue or misleading.

The attorney general said that the president had not learned of a November 1985 arms shipment until February 1986, that no one in the U.S. government had authorized the November delivery and that both that shipment and one in

September "took place between Israel and Iran, [and] did not involve at that time the United States."

It is now strongly suspected that none of those statements was true. According to recent sworn testimony before Congress, a cover-up of the 1985 deals was going on within the administration at the time of the news conference, and Mr. Meese was aware of it. The statements Mr. Meese made in that conference about the November 1985 shipment coincided with arguments that were invented by those planning the cover-up, Assistant Attorney General Charles J. Cooper has testified.

The administration was sensitive about the U.S. role in the Israeli shipments of 1985. The September and November Israeli shipments apparently violated the Arms Export Control Act, which governs the transfer of U.S. arms to third countries by U.S. allies. The November deliveries, in which the CIA was involved, also required a presidential authorization but did not have one.

Moreover, an after-the-fact au-

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Kiosk 3 U.S. Soldiers Die in Explosion

HOHENFELS, West Germany (Reuters) — Three U.S. soldiers were killed Monday and 12 were injured in an accidental demolition charge during a routine exercise at an American training ground, a U.S. army spokesman said.

The accident occurred at Hohenfels training ground, about 30 miles (50 kilometers) southeast of Nuremberg. West German police said up to 30 soldiers were injured in the blast, at least 15 seriously.

Angolans Release An American Pilot

LUANDA, Angola (AFP) — The Angolan government on Sunday released Joseph Longo, an American pilot who had been detained since April 24, when his plane was shot down in southern Angola for violating the country's airspace. He was turned over to a delegation of U.S. congressmen.

An Angolan official said the release was a "gesture of good will."



Mark McGwire, a rookie with the Oakland Athletics, hit five home runs in weekend baseball games. Page 13.

GENERAL NEWS

President Reagan's friends and foes say he is at the weakest point in his presidency. Page 3.

BUSINESS/FINANCE

A novel approach to loan restructuring, using U.S. Treasury bonds, could help resolve the world debt crisis. Page 7.

OPEC Revises Output, But Iraq Rejects Quota

Compiled by Our Staff From Dispatches

VIENNA — The Organization of Petroleum Exporting Countries announced Saturday that it would increase its oil production for the second half of this year, but by less than it had originally planned, in order to protect its \$18 a barrel benchmark price. But on Sunday, Iraq vowed to ignore the accord.

Oil prices, which were already climbing in anticipation of such an agreement, could rise slightly despite Iraq's pledge, analysts said.

In a move that raised questions on how long the cartel's apparent unity would last, Iraq followed its second successive refusal to sign an OPEC accord with a pledge to pump oil to its full capacity. Iraq declined to sign the agreement because it was again denied its demand for production equality with its war rival, Iran.

Within OPEC, the agreement was actually a victory for Iran, which wants to raise oil prices sharply, over OPEC moderates such as Saudi Arabia, who favor lower oil prices but higher production, oil analysts said.

OPEC's benchmark price is \$3 more than it was last December when the organization decided to cut production in order to push up prices. But it is far below the \$27 level that existed before oil prices collapsed two years ago.

Ministers from the 13-nation cartel approved a plan that would raise production for the third and fourth quarters to 16.6 million barrels a day — an amount representing

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Riftwan Lukman, president, explains OPEC's agreement.

High Tech Actually Cuts Productivity in U.S. Service Industry

By Keith Schneider
New York Times Service

WASHINGTON — Nearly a generation after U.S. technology companies unleashed a new wave of computers, telecommunications gear and electronic equipment, executives and employees are discovering that the sophisticated machines in many cases have hampered their work.

Although companies in every part of the economy have been experiencing difficulties with the equipment, no sector appears to be having more trouble than businesses that sell services.

During the 1980s, the average yearly rate of growth in the productivity of businesses

that do not produce goods — ranging from transportation and banking to retail sales and business services — is far below what it was before the advent of the computer and electronic technology in the early 1970s, according to the Labor Department.

While manufacturers and farmers struggle to raise the quality and lower the price of their products to become competitive again in global markets, service businesses are being counted on to generate a majority of the jobs and wealth in the United States.

How long can the nation thrive, experts are asking, if service industries that now account for 68 percent of the gross national product, which is the total of goods and

services produced, and for 71 percent of all jobs are no longer able to compete?

"It's been an extraordinarily long time between the introduction of the new technology and its impact on the service industries," said Jerome A. Mark, associate commissioner for productivity and technology at the Labor Department. "It's troublesome."

The reasons for the stagnation are complex and not yet completely understood, but the reports from economists and executives identify three principal causes:

• Many managers and employees still do not know how to use computers effectively.

• Supervisors have not developed techniques to take advantage of the new technology.

• Equipment still suffers from reliability problems.

One major New York bank spent most of this decade and tens of millions of dollars working the bugs out of a complex computer and communications system to provide stock transfer services to major corporations.

Airline companies report improvement in handling reservations, but workers at the counter and customers still complain of

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U.S. MBA Programs in Europe: Meeting a Need, but How Well?

By Nina Martin
International Herald Tribune

PARIS — As campuses go, the Hartford Business School's here is rather compressed: some classrooms, a couple of offices, a magazine reading room and a bank of computers that glow greenly morning and night.

Even so, it is a risky, expensive investment for the University of Hartford, its parent institution. But it is an investment that officials believe could prove vital to the university's financial health.

"You have got to be aggressive," explained James B. Kurish, executive director of the Paris MBA program, using language that resembled a marketing lecture he might deliver to his students.

"The days of the '60s when schools could just take it easy are over for the schools that are not the schools," he said. "What you have to do is create a market niche, and what the University of Hartford is going after is international programs."

Hartford, whose home campus is in suburban West Hartford, Connecticut, is one of the most prominent elements in a trend that promises to change the face of man-

agement education in Europe: the American MBA.

European students have discovered the profit potential of a master's degree in business administration, and American colleges, most of them lesser-known schools such as Hartford, have discovered the potential benefits, educational and otherwise, of European students.

U.S. schools are staking out MBA programs in Europe in a fashion that is almost a textbook example of the entrepreneurial and marketing methods they are teaching, and the influx has intensified an already-hot debate about the quality and goals of American management education.

The newcomers say their objective is primarily educational: to export the U.S. style of doing business, which they point as more aggressive, more efficient and often more profitable than its European equivalent.

Their mission, by implication, is also democratic: to serve students who cannot afford or cannot get into the top European programs. And the programs have an important side effect for U.S.-based students: to internationalize a management approach that is often stiflingly "American."

But to many business educators in Europe, who are used to state-supported schooling and graduate education for a tiny elite, the U.S. programs seem crassly commercial and mediocre. These critics point out that none of the American entrants is nationally accredited by the body

Foundation for Management Development in Brussels.

"They seem to be going after the lower portion of students, rather than aiming at the top," he said.

Even Mr. Kurish, referring to Harvard, Stanford and other top U.S. programs, conceded, "If they did come to Europe and they did it right, they could blow us out of the water. No doubt about it."

MBAs have never had the allure in Europe that they have had in the United States, where more than 60,000 of the degrees were awarded in 1985 compared with barely 2,000 across Britain and the Continent. Undergraduate programs are reasonably plentiful in Europe, while the apprenticeship tradition still dominates much of its management training.

Demand is swelling, however, in many countries, where the trend is toward "privatization of education" and where students, facing higher unemployment rates and lower starting salaries than their American counterparts, see investing in the MBA "as one of the ways to get a well-paying job," Mr. Timjstra said.

The 280-student Institut Européen d'Administration des Affaires, or Insead, in Fontainebleau, France, turns away five

The Americans 'seem to be going after the lower portion of students.'

—Sybren Timjstra, European Foundation for Management Development.

that sets curriculum standards for MBA programs in the United States.

"It is not a question of their bringing over top-level American management methods to Europe, but of taking advantage of a demand that exists," said Sybren Timjstra, director-general of the European

or six applicants for every student it accepts, as do the International Management Institute in Geneva and the International Management Development Institute in Lausanne. Milan's Bocconi University gets nearly 1,000 applications a year for 120 spots.

These are Europe's elite schools, with rigid entrance requirements and tuitions that top the equivalent of \$15,000 a year. For less privileged or talented students, the possibilities have been limited and the pressure for alternatives is growing.

"The more traditional programs have not changed to meet the needs," said Henry Hays, a dean at the college of business at North Texas State University in Denton.

The problems that have sent American business schools to Europe reflect larger trends plaguing the U.S. higher education system. Enrollments among traditional college-age people have been declining, studies show, while students have become more practical-minded about preparing for careers.

Business education has been more insulated from this trend than traditional liberal arts programs; the number of MBA programs in the United States has nearly

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U.S. Sets Gulf Plan For July

Shultz Defends Tanker Escorts, Opposes Delay

By Don Oberdorfer
Washington Post Service

WASHINGTON — Secretary of State George P. Shultz said Sunday that the Reagan administration was moving rapidly to begin naval protection by mid-July of Kuwaiti oil tankers under the U.S. flag despite misgivings in Congress and calls for a delay.

Mr. Shultz said that he was "absolutely" opposed to delaying the new U.S. steps in the Gulf, calling such a postponement "a very bad thing to do from the standpoint of the United States."

Calling the reflagging and protection of Kuwaiti tankers "a sensi-

ble thing to do," Mr. Shultz said on an NBC television interview program that "the worst thing that can happen to the United States is to be sort of pushed out of the Gulf."

At another point he said that "the worst thing in the world that could happen" would be for the Soviet Union to dominate the oil supplies of the free world through the strategic Gulf.

The secretary of state showed little sympathy for the concerns expressed during the lengthy but so far inconclusive debate in Congress about the plan to reflag and protect the Kuwaiti vessels.

"The situation in Congress is that they are in a betwixt and between," Mr. Shultz said. "They can't make up their minds." He added that President Ronald Reagan "has to decide something, and he has."

Debate in Congress has so far failed to produce a consensus on the issue with important votes postponed last week in both Senate and House committees. Democratic leaders said late last week they did not know whether they could forge agreement on a resolution that could win widespread support.

Some of the measures introduced in Congress would stop the reflagging of the Kuwaiti ships and others call for it to be delayed or for

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Drug Abuse Soars in Asia, Study Finds

By Michael Richardson
International Herald Tribune

SINGAPORE — Fueled by the ready supply of opiates, heroin addiction and other forms of drug abuse are growing rapidly in six Asian countries traditionally involved in large-scale narcotics trafficking to the West, a U.S. government study has found.

In Pakistan, Thailand, Burma, Nepal, Indonesia and Sri Lanka, more than two million people were reported to be using opium, heroin, hashish, marijuana and other drugs, according to the study sponsored by the U.S. Agency for International Development.

The study covered the countries that produce the bulk of the world's opium and a significant proportion of the hashish and marijuana smuggled internationally.

Pakistan, the study said, had found itself since 1980 "in the midst of a heroin epidemic, with the number of addicts having grown from an estimated 5,000 to 450,000 in 1986."

It said that Thai authorities had put the number of heroin addicts in that country at as many as 500,000, while in Burma there were 48,000 registered addicts, "suggesting that the actual number of abusers is greater." In both countries, the study said, heroin addiction first became significant in the 1970s and appeared to be leveling off.

The survey warned that heroin addiction in Nepal, Sri Lanka and Bangladesh, although relatively new, was increasing, while the ability to marshal resources to combat the problem was limited.

It said that the governments of the six countries were concerned about preventing drug abuse, but that, with limited resources, they gave priority to economic development, public health and education.

Malaysia was not included in the survey. But at a United Nations conference on drug abuse and trafficking, which ended Friday in Vienna, Prime Minister Mahatir bin Mohamad of Malaysia estimated that 400,000 of his country's population of 15 million were heroin addicts.

As a measure of the seriousness of the problem, he noted that the Netherlands, with a similar population, had about 20,000 addicts.

The study warned that drug

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In Economic Plan, Gorbachev Seeks to Ease Rigid Price System

By Felicity Barringer
New York Times Service

MOSCOW — At the Central Market, a vendor sat behind an assortment of choice strawberries, telling the few inquiring shoppers that the berries cost the equivalent of \$5.50 a pound. There were few buyers, and no line.

At the same time on a street nearby, a government truck delivered 30 small crates of strawberries — some ripe, some overripe, some moldy — selling at \$2.40 a pound (about 450 grams). A soldiering salesman shoveled them into the bags of customers who had waited 15 minutes in line.

The strawberry scene spoke eloquently of the bizarre anomalies of the Soviet pricing system and its byproducts: unreasonably high or low prices and long lines for products whose quality is uneven at best.

The rigid pricing system is a complex fabric of government controls and subsidies with isolated patches of quasi-free market economies, including farm markets that sell produce from private plots.

It is this system that Mikhail S. Gorbachev is proposing to alter with his program, for which guidelines were approved Friday by the Communist Party's Central Committee, to gradually introduce price flexibility in the Soviet economy.

Inherent in the issue of prices, according to Western and Soviet

analysts, are the main difficulties that face most of the Soviet leader's initiatives in his broad drive to remake Soviet society:

- Reining in a powerful bureaucracy, in this case the State Committee for Prices, known by the acronym Goskomtsen. It sets more than 200,000 wholesale and retail prices annually, on everything from raw materials like ore and grain to bread, shoes, chinaware and cars.

- Potentially tampering with a basic tenet of Communist ideology and the Soviet social contract, in this case overall price stability and dramatically low prices on basic foods, housing, education and mass transit.

- Taking a cumbersome, inefficient but predictable system and introducing an element of the unknown, in this case, a limited role for competitive forces and the possibility of politically explosive inflation. Food price increases in Eastern Europe sometimes have caused protest and political instability.

A Western diplomat predicted last week that conservatives would call the pricing innovations a threat to the basic order of Communism. The present system, he said, is a known quantity, but Mr. Gorbachev's proposals are "jumping out into the unknown."

How fast and how far Mr. Gorbachev will jump on the price issue is still under discussion, according

Dissidents Want Approval for Journal

New York Times Service

MOSCOW — A group of dissidents and freed political prisoners has written the first issue of an unofficial journal of news and opinion and has asked the Soviet government for permission to publish it in the Soviet Union and abroad.

The magazine, called Glasnost, after the policy of free expression proclaimed by the Soviet leader, Mikhail S. Gorbachev, would apparently be the first privately controlled periodical to be published openly in the Soviet Union. Unlike samizdat, or self-published, newsletters, which have long been part of the dissident underground, the new journal sets out to do everything in the open.

The 56-page inaugural issue is being withheld from distribution until early July to give Soviet officials a chance to react; they were given copies on June 19. The editor, Sergei Grigoryants, a literary critic released from prison in February after serving four years for his work on a clandestine human-rights journal, said that 50 to 100 copies of the first issue would be distributed next month, whether or not permission is given.

to Abel G. Aganbegyan, the economist who explained the economic proposals at a news conference. Mr. Aganbegyan explained that the alternatives under discussion were either a stage-by-stage shift in the present pricing mechanisms, with the first stage affecting only wholesale prices, or an overall re-examination of wholesale, retail and agricultural prices, with no changes before 1990.

The guidelines for Mr. Gorbachev's economic changes said prices should be made "an effective instrument for raising the efficiency of social production, for developing economic management methods and for deepening cost-accounting and self-financing."

The role of the price-fixing committee would be reduced in part by increased freedom of factories and large enterprises to contract directly with each other for industrial goods.

The Central Committee program said that wholesale prices should be amended to reflect production costs more accurately and that raw materials and fuel, such as heating oil, should be priced to reflect pro-

duction cost and to discourage waste.

Until now, U.S. specialists say, wholesale prices were supposed to be roughly equivalent to production cost. But there was little incentive to keep costs down because of widely available subsidies.

In contrast, retail prices were supposed to be set at a level that would guarantee a balance between supply and demand. This was a goal that largely was not met, judging by the periodic shortages of everything from fruit to furniture.

Prices also were used to insure that some products were accessible to low-paid workers. Meat in state stores in Moscow and other cities sells at less than half the cost of production. Like other foods, particularly bread, it is heavily subsidized.

According to Mr. Gorbachev's speech to the Central Committee on Thursday, the Soviet economy spends 72 billion rubles a year (about \$120 billion) in subsidies. More than 50 billion rubles of this goes to agriculture.

The farm subsidy has increased 150 percent in the last 10 years, and is now more than 12 times the 1966 level of four billion rubles, according to articles in the Soviet press.

"What is happening?" asked a professor of economics, R. Khabulov, writing in Komsomolskaya Pravda. "Agricultural productivity is virtually at a standstill"

and the inefficiency is forcing up subsidies.

The average Soviet wage is slightly under 200 rubles a month. Even with subsidies, about 30 percent of the total is spent on food, according to a 1985 Soviet survey, compared with 19 percent by American families, Soviet economists said.

To increase the prices of bread and meat, for example, which have changed little in decades, without increasing salaries is to ask for social unrest.

But to increase the salaries inevitably means an increased price for the goods that the worker produces, and the essential elements for inflation are then present.

In his remarks, Mr. Aganbegyan stressed that whatever price changes were made would come only after "wide discussion with the population."

The rise in food costs, he said, would "result in raises for the lower-paid population, for those who have large families, and so on."

And what about inflation? The word did not appear in the discussion of prices in the Central Committee blueprint. The most it would caution was that it was necessary "to overcome the tendency toward the growth of prices on the basis of the development of the competitive power of enterprises."

This was a prescription for letting competition achieve the desired price-cutting effect.

WORLD BRIEFS

Socialist Unit Asks Waldheim to Quit

VIENNA (Reuters) — The Vienna section of Austria's Socialist Party, a partner in the governing coalition, has called on President Kurt Waldheim to resign. Mr. Waldheim is backed by the other coalition partners, the Austrian People's Party.

The call for him to step down was approved Saturday, 268 to 217, at a regional party congress against the wishes of some party leaders, including Chancellor Franz Vranitzky and the national party chairman, Fred Skovranz. Mr. Waldheim has been accused of covering up his role with the German Army in World War II.

Josef Hinder, president of the Federation of Socialist Freedom Fighters, which sponsored the resolution, said there was no evidence that Mr. Waldheim had been involved in war crimes, as some Jewish groups have alleged. But he accused Mr. Waldheim, a former UN secretary-general, of concealing his war record.

Sri Lanka Says Rebel Base Captured

COLOMBO, Sri Lanka (Combined Dispatches) — Government troops overran the main base of the leading Tamil guerrilla force Sunday, killing seven rebels, including the base commander, and capturing a large amount of arms, the government said.

The base at Mutur in eastern Sri Lanka belonged to the Liberation Tigers of Tamil Eelam, the biggest rebel group fighting for a separate Tamil state. The slain base commander was identified as Gajendran. There was no independent confirmation of the raid. (Reuters, AP)

Aquino Retires Long-Serving Generals

MANILA (Reuters) — In a move to bolster army morale, President Corason C. Aquino has retired two senior generals, both of whom were in line to succeed her chief of staff, General Fidel V. Ramos.

In keeping with a promise not to extend the services of aged generals, Mrs. Aquino on Saturday announced the retirement of Lieutenant General Salvador Mison, the deputy armed forces commander, and Major General Rodolfo Camero, the army chief. Both had reached the limit of 30 years service.

Mrs. Aquino appointed Major General Renato de Villa, commander of the paramilitary constabulary, as General Ramos' deputy, and Brigadier General Restituto Padilla as army chief.

UN Groups Find World Hunger Rising

PARIS (NYT) — Despite repeated international pledges to eliminate hunger in the world, the number of hungry, undernourished people now appears to be increasing at a quickening pace, according to new findings by a United Nations agency, even at a time when the world is awash with cheap, surplus food.

According to calculations made by the United Nations World Food Council and its parent body, the United Nations Food and Agriculture Organization, based in Rome, the number of hungry people in the world grew by 15 million from 1970 to 1980, to 475 million, a rate of increase of about 1.5 million a year. The world's population is about five billion.

In the early 1980s, however, as economic growth slowed in the industrial nations, increasing the poverty of the developing nations, the number of hungry people grew at a rate of nearly 8 million a year, reaching 512 million in 1985, according to the World Food Council. It estimates that 40,000 children die of hunger-related causes every day.

Deng Blames Japan for Chill in Ties

BEIJING (UPI) — China's leader, Deng Xiaoping, told visiting Japanese officials Sunday that Japan was to blame for the chill in Chinese-Japanese relations and that Tokyo must solve the disputes "without delay."

Mr. Deng addressed his remarks to the visiting foreign minister, Tadashi Kamekura, as they met in the Great Hall of the People for talks that were to focus on increased tensions.

Mr. Deng said the biggest problem was a decision by a Japanese court in February that favored Taiwan in a dispute between Beijing and Taipei over the ownership of a student dormitory in Kyoto. Japan has said it is powerless to intervene because the case is being handled by the judiciary.

Israel Sets Standard Tuition Fees

JERUSALEM (Reuters) — The Israeli cabinet on Sunday set a standard tuition fee for university students, reversing an earlier decision that had been denounced as discrimination against Arab students.

An Education Ministry spokesman said the fee would be set at the equivalent of \$1,200 a year, the amount paid by Jewish students. The fee would be the same for all students, regardless of their religious or ethnic background.

Before going to university, most male Jews serve two years of army service at the age of 18. Girls serve two years, while Arabs, except for the Druze and Bedouin minorities, do not serve.

For the Record

About 5,000 Israeli aircraft workers demonstrated Sunday at the office of Prime Minister Yitzhak Shamir in Jerusalem, calling for the cabinet to vote to continue a project to build an Israeli jet fighter, the Lavi. (AP)

A woman was badly injured when a bomb planted in the sand at a crowded public beach in Haifa, Israel, exploded Saturday, police and hospital spokesmen said. (AP)

TRAVEL UPDATE

Strikes to Disrupt French Air Travel

PARIS (AFP) — Air travel was expected to be seriously disrupted Monday and Tuesday by the French air traffic controllers' strike and similar action by staff of France's domestic national carrier, Air Inter.

Air Inter pilots and flight engineers have called a strike for Monday and Tuesday in support of demands for three, rather than two, crew members in the new Airbus A-320 airliners. Air traffic controllers said they would stage one-hour morning work stoppages Monday to Friday, in a continuing action in their dispute over pensions.

Vehicle tolls on the highway have raised the fine for camping out in the train station or streets to 50,000 francs (\$7) from 20,000 francs and imposed fines of 20,000 francs for picnicking in St. Mark's Square, wearing shorts or going shirtless in museums and other tourist sites, bathing in canals and playing radios too loudly. (AP)

The ruins of Pompeii, closed last week to visitors, are to be open afternoons only during a labor dispute involving custodians. The ancient town is usually open 9 A.M. to sunset. (AP)

The civilian air service in the Falkland Islands has been suspended for three weeks, effectively cutting off air transport to the East Island and the colony's capital, Stanley, from the West Island and the smaller islands of the South Atlantic archipelago. Service is suspended during an investigation of the crash on Wednesday of a twin-engine plane carrying six persons, in which no injuries were reported. (AP)

Both flight recorders on a Philippines Airlines plane that crashed Friday, killing all 50 persons on board, are damaged beyond use, investigators said Sunday in Manila. (AP)

This Week's Holidays

Banking hours and government services will be closed or curtailed in the following countries this week because of national and religious holidays:

MONDAY: Chile, Colombia, Costa Rica, El Salvador, Peru, San Marino, Malta, Vatican City, Venezuela.

TUESDAY: Ecuador, El Salvador, Guatemala, India, Peru, Sri Lanka, Zaire.

WEDNESDAY: Bangladesh, British Virgin Islands, Canada, Egypt, Ghana, Guatemala, Pakistan, Rwanda, Somalia, Suriname, Taiwan, Thailand.

FRIDAY: Guam, United States, U.S. Virgin Islands.

SATURDAY: Guam, Philippines, Puerto Rico, Tonga, United States, U.S. Virgin Islands, Yugoslavia.

SUNDAY: Algeria.

Source: Morgan Guaranty Trust Co. Reuters.

Confucius Says: Stop Squabbling

Amid Tumult, Many East Asians Look to Ancient Sage

By Barbara Crossette
New York Times Service

SINGAPORE — As students take to the streets of South Korea, social campaigners go to jail in Singapore and politicians in China wrestle over a path to development, many East Asians are re-examining an age-old philosophy: the teachings of an ancient sage, Confucius.

Wu Teh Yao, director of the Institute of East Asian Philosophies here and head of a national Committee on Confucian Ethics, says he does not find this surprising.

Mr. Wu, a Chinese-born scholar in his 70s, tasted the learning of West and East before focusing on the study of a political system close to his roots.

"Confucianism is neither a philosophy nor a religion — though it has the elements of both," he said. "It is a way of life."

As such, he said, a study of Confucianism can serve Asians struggling to weigh Western values against their own beliefs and Westerners trying to understand the philosophical underpinnings of East Asia.

Though Confucius was born in the sixth century B.C., his thoughts, collected by disciples, have refreshing relevance, Mr. Wu said.

Confucianism is a humanistic system, devoted to man's relationship to man, not to God. It emphasizes harmony with nature, respects intellect and education, and cautions against greed and corruption, although not frowning on the accumulation of wealth.

"If you were to piece it all together, you would find it is an all-pervading unity," he said. "There is no supernatural, no required ritual, no credo to embrace."

"I am a Christian and a Presbyterian elder," Mr. Wu said, "but I am also a Confucian disciple."

"Take a man like Zhou Enlai," he added. "He was a Communist; there is no doubt. But inside — in his behavior — he was very Confucian."

Mr. Wu says he believes the purest forms of Confucianism are found in South Korea, Japan, and Taiwan. Interest is also picking up in China, he said.

On Aug. 31, Mr. Wu and more than a hundred experts from around the world are to meet at the birthplace of Confucius, in Qufu, China, for a conference on the development of Confucian learning and its influence on society.

"The study of Confucius has never stopped in China," said Mr. Wu, a graduate of Nanjing University who also has a master's degree from the Fletcher School of Law and Diplomacy and a doctorate from Harvard.

"During the Cultural Revolution, scholars may have been put on ice," he said, "but they were often allowed free time to do their research. They put it in writing afterwards. We have an academic gold mine there now."

Apart from its relevance to Asian tradition, Confucianism is also being studied, Mr. Wu said, "to counterbalance the impact of values from the West, particularly those of rights and individualism."

"The Confucian system stresses obligations, not rights, and group spirit, not individualism," Mr. Wu said. But that does not mean it condones authoritarianism or militarism, he added. If a leader loses the people's trust, the right to rule is forfeited, he said.

India Hopes Festival Will Dazzle Soviet

By Sanjoy Hazarika
New York Times Service

NEW DELHI — With Mikhail S. Gorbachev and Prime Minister Rajiv Gandhi in attendance, a gentle Hindu invocation by an Indian singer at Cathedral Square at the Kremlin on Friday will start a huge celebration in the Soviet Union of India's art, culture, history and economic and scientific progress.

Officials say the yearlong Festival of India will strengthen the friendship between the two countries and cement their already strong political and economic ties.

The Soviet Union is a major trading partner of India and has given extensive help to its industrialization program. It is also a major weapons supplier to New Delhi and has consistently supported its domestic and foreign policies.

"Our message to the Russians is very simple," said Daljit Aurora, the chief organizer of the festival. "We are saying: 'You have known us politically. Now know us as we are.'"

Thus mutton kebabs, chicken curry and Indian dances will be on the menu for Muscovites and residents of 44 other Soviet cities through next summer.

So will fashion shows, and exhibits of textiles, classical Indian jewelry, paintings and sculptures, including a bronze statue dating to 2,500 B.C. There will also be six Indian film festivals and an exhibition on the status of women.

The Indian festival will go beyond the scope of such cultural events that have been held in the United States, Britain and France.

It not only will be bigger than the other festivals but also will emphasize India's growing industrial and economic power, and its progress.

"In America, the biggest splash was created by the exodus of India exhibitions of village India and royal costumes," Mr. Aurora said. He was referring to the Festival of India held in 1985 and 1986 in the United States.

"But that is exotic and a bygone era, not modern India," he said. "We want to show contemporary India to the Russians."

The Gandhi government is organizing India's largest cultural extravaganza overseas, involving an investment of about \$14 million — nearly three times the amount spent on the Festival of India in the United States.

There will be 1,800 performing artists, 720 sports and student delegations, 20 exhibitions and 15 seminars.

Work on the project began two years ago, when Mr. Gandhi visited the Soviet Union and agreed with Mr. Gorbachev to organize the Indian festival and a reciprocal Soviet festival in this country.

The Soviet festival is to begin in November.

Der Spiegel Says TWA Hijack Suspect To Be Pardoned in Swap for Hostages

The Associated Press

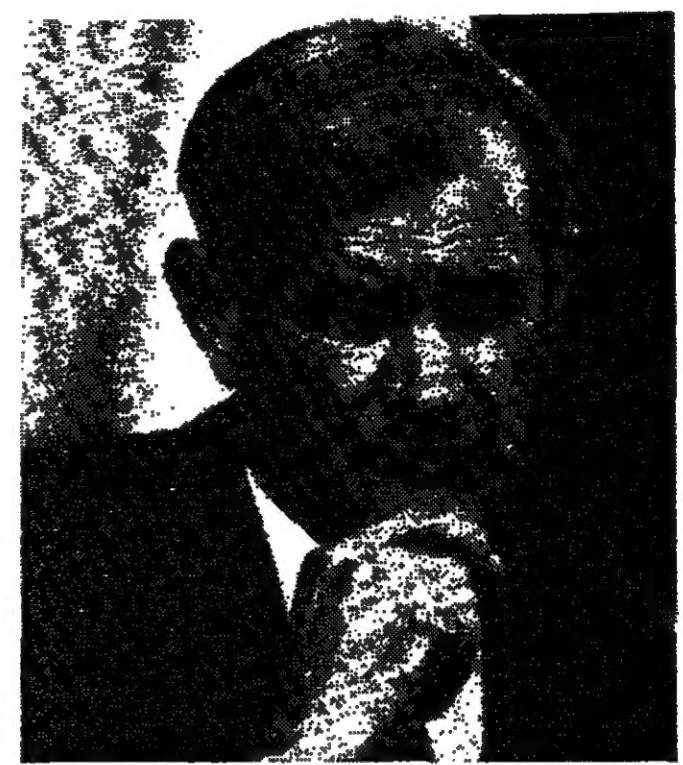
HAMBURG — Mohammed Ali Hamadeh, the Lebanese suspected in the 1985 hijacking of a TWA airliner to Beirut, will be pardoned quickly after his trial in West Germany, a Hamburg news magazine reported.

The weekly Der Spiegel reported Saturday that Mr. Hamadeh, 23, will be pardoned and freed in exchange for two West Germans held hostage in Lebanon.

Quoting unidentified sources, Der Spiegel said: "In Bonn, it is agreed that if Hamadeh is sentenced to life imprisonment, he will be pardoned by Hesse State Governor Walter Wallmann."

"He could then be exchanged for the two West Germans held in Lebanon," the magazine said.

The United States had sought Mr. Hamadeh's extradition in an effort to try him for the murder of a passenger on the TWA flight. Robert D. Steinhilber, a U.S. Navy diver,



Willem Lubbe and his dissident followers have broken from South Africa's Dutch Reformed Church. His group has voted to form an all-white Afrikaner Reformed Church.

Renegade Afrikaners Vote to Form Church

By John D. Battersby
New York Times Service

JOHANNESBURG — About 2,500 rightist dissidents walked out of a discussion on the liberalization of the Dutch Reformed Church, the main Afrikaner church whose teachings include a justification of apartheid.

At the meeting Saturday in Pretoria, which was attended by more than 3,000 from the right wing of the church, the dissidents voted by a margin of 4 to 1 to form a new all-white church.

They accused the Dutch Reformed leadership of embarking on a "new course of liberalism" in criticizing apartheid policies and in seeking to open the church to all races.

But 500 to 800 of the dissidents voted not to quit the church, choosing to work from within to oppose the "liberal moves."

Johan Heyns, head of the Dutch Reformed Church, said the effect of the walkout would be determined by the number of people who followed the dissidents out of the church.

"It is a sad event and both an act of disunity regarding the church and an act of disobedience regarding Scripture," said Mr. Heyns, who has led efforts to desegregate the church.

Emphasizing that he regarded the action as a walkout, Mr. Heyns said the move illustrated the close link between religion and Afrikaner nationalism. "But this is not a basis for a church," he said.

Both President Pieter W. Botha, who is an active member of the church, and Dr. Andries P. Treurnicht, the leader of the Conservative Party and a former Dutch Reformed minister, were reported to be deeply concerned about the break.

In a statement issued last week, Mr. Treurnicht had indicated sympathy with the dissidents but appealed to them not to break with the church before exhausting other options.

The dissidents, organized as the Continuation Committee of Dissatisfied Members and led by Willem Lubbe, a professor, have rejected recent moves by the Dutch Reformed Church to unite with its black, Indian and mixed-race "daughter churches" and to distance itself from apartheid.

The breakaway from the church, whose 1.7 million members include most members of the National Party government, came after weeks of negotiations between Dutch Reformed leaders and the dissidents over a policy document that criticized apartheid and which was adopted at a synod last year.

The document, which some saw as a turnaround in church policy, for the first time described apartheid as scripturally unjustifiable and racial discrimination as a sin.

But the document stopped short of declaring apartheid a heresy, as its "daughter churches" and the World Alliance of Reformed Churches have done.

Although the synod accepted the principle of an open church, it stopped short of voting to merge the white church with its three black offshoots.

But Mr. Heyns said it was accepted that the Dutch Reformed Church was "one church" and that the structures simply had to be arranged to bring about that unity.



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مكتبة من الاراض

By Bernard Weinraub
and Gerald M. Boyd
New York Times Service

"Something's gone wrong in the last six months or so," said a recent visitor to the Oval Office, who sees Mr. Reagan frequently. The comment reflected what some others, from legislators to confidants of Mr. Reagan and from

image among the American public had been something that energized him throughout his political life and provided a source of inner strength. Particularly troublesome is that polls show that more than half the public believes he is lying, aides said.

The new White House staff, under Mr. Baker and Frank C. Carlucci, the national security

Aides said that the president did not bounce back from prostate surgery last January. More than ever, he is showing signs of his 76 years. His memory lapses and rambling discourses are

But other legislators and some Reagan aides say it is clear that the president is functioning with far less leverage. Even so, instead of seek-

One ranking Western diplomat who conferred with Mr. Reagan at the economic summit meeting in Venice earlier this month told colleagues that the president had seemed "distracted," as if he "had his mind on something else." He "couldn't focus on the issues at hand," said the diplomat, who is a top official in a foreign government.

The Associated Press

Only 250,000 Americans visited Greece in 1986, a 60 percent drop from the previous year. Tourist revenues dropped by an estimated \$300 million as a result.

Short Takes

Church Repression Cited
Earlier, Susan F. Rasky of The

Seasoned troupers though she is, Nancy Reagan says she still got the shivers at the annual fund-

Colombia

Washington Post Service

BOGOTÁ — Colombia's Supreme Court has declared unconstitutional the

bia and the United States, a

stions and as such they are law and must be obeyed," the U.S. Embassy said in a statement on the court ruling, United Press International reported.]

nia — Hungary, China, Yugoslavia and Poland.

Church Repression Cited
Earlier, Susan F. Rasky of The

after six months would be automatic. But the vote will make it more difficult for senators to argue against a similar type of amendment proposing trade sanctions

In a letter notifying Congress of his decision, he said that it was the trade relationship with Romania "that enables us to engage the Romanians in a frank dialogue on

amounting to \$250.9 million. The Commerce Department has estimated that loss of most-favored-nation status could cost Romania about \$300 million a year.

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Herald Tribune

Published With The New York Times and The Washington Post

Pretty Dull Stuff, That

President Reagan says he is bored by the Iran-contra investigations. "When you get a mile and a half away from the Potomac River, there are a whole lot of people that have gone back to their favorite television shows and I don't blame them," Mr. Reagan said recently. Boring, indeed, the last few days of the hearings.

How dull to discover from committee counsel, reading dry words into the hearing record, that William Casey's CIA was deeply involved in the arms-for-hostages deal long before the agency even sought the necessary legal authority from the president. How dull also to learn that two agency cables proving that involvement are missing from the files.

It was tedious of Charles Cooper, an assistant attorney general, to testify that according to Attorney General Edwin Meese the president expressed surprise when told that Iran arms sale proceeds had been diverted to Nicaragua. But there was not a word to suggest that Mr. Reagan was angry.

How soporific it was to learn that Mr. Casey lied to the House Intelligence Committee when he said that the secret November 1985 shipment to Iran contained "old drilling equipment," not missiles. Representative Bill McCollum was indignant, not bored, to learn that Mr. Casey and two former national security advisers, John Poindexter and Robert McFarlane, had misled Mr. Meese on this point.

Was it merely ho-hum that Mr. Meese gave a day's notice to Admiral Poindexter, then the national security adviser, that he

would be going to the White House to look at the Iran-contra files? According to Senator Warren Rudman, the attorney general thus "telegraphed" a critical move and gave time for a shredding party—enough paper "to fill up half of a boxcar."

What about the retired CIA technician who installed a \$14,000 anti-terrorist system at the suburban residence of Lieutenant Colonel Oliver North, certified presidential hero, got paid by Richard Secord out of Iran arms proceeds, and covered up the gratuity to the colonel? Even Senator Orrin Hatch and Representative Henry Hyde, two of the most easily bored White House defenders, were moved by this, Mr. Hatch said he had been "let down." Mr. Hyde called it "sleazy."

Perhaps the testimony next month of Colonel North himself and of Admiral Poindexter will win closer White House attention. After all, much of the bargaining with Mr. North over the last two weeks had to do with legislators' concern for the president. They reportedly feared that the witness might blurt out for the first time in public what Mr. Reagan knew and when.

As this record is spread before the television cameras, it brings many words to mind, none of them boredom. Arrogance, for instance; carelessness; mindlessness; irresponsibility; illegality. A president who cared that his White House was shown wildly out of control would be furious. Why is this president yawning?

—THE NEW YORK TIMES.

Panama: Time for Change

In Panama, a sluggish military regime has dropped the facade of constitutional rule and governs by emergency decree. In Washington, a flawed policy of endorsing sham democracy for the sake of stability has come unraveled. Recognizing that, the Reagan administration now distances itself from General Manuel Antonio Noriega, the Panamanian strongman. It is time to go further by pressing him to step aside and give real democracy a chance.

That moment has come for Panama just as it did in the Philippines, and just as it is coming for Chile. The drive for democratic change derives not from Moscow or Havana — or Managua, which has embarrassed American defenders by declaring its solidarity with the Noriega regime — but from middle-class Panamanians. As in South Korea, it is they who now fill the streets with protest.

The Panama crisis erupted when Colonel Roberto Diaz Herrera, previously second in command of the ruling Panama Defense Force, accused General Noriega of direct complicity in political murders and fraud. Similar charges had been heard before, but Colonel Diaz's admission of personal complicity added greatly to their force. Following street protests, the Noriega regime

struck hard against free expression in a desperate effort to maintain control. The independent press was censored, foreign journalists restricted and protesters threatened with harsh punishment. These emergency regulations were extended last week.

As a candidate, Ronald Reagan opposed the Panama Canal treaties and the military regime with which they were signed. But in office, his administration realistically saw the treaties as accomplished fact and sought to protect U.S. interests by cooperating with the regime. Fair enough.

But the Panamanian government has grown ever more unsavory, particularly since General Noriega took power. Apart from its contempt for democratic norms, the regime has long been suspected of involvement in drug trafficking, espionage, and curious dealings with Libya.

Yet incredibly, Washington hailed the election of a puppet president in a 1984 vote so tainted as to be laughable. Secretary of State George Shultz, ignoring intelligence reports, attended the inauguration. To call for an end to General Noriega's dictatorial regime, now, would serve U.S. interests and values. Further, it would restore faith with the Panamanian people.

—THE NEW YORK TIMES.

A One-Man Institution

Arthur Burns was a one-man economic institution. Throughout his life he carried the manner of the professor that he had once been, but his shrewd political judgment, and an abiding devotion to public service, led him through a career of three decades at the highest levels of government. The students to whom he lectured included three presidents. He had a starchy academic air, but in Washington infighting he was, in the words of another master, Henry Kissinger, "as cagey as a tree full of owls."

He performed one early service, and an important one, in persuading President Eisenhower to retain the recently established Council of Economic Advisers, and as chairman of it for three years, he redefined the job as not a public advocate but the president's private adviser — and sometimes tutor. His purpose was to put the results of research and scholarship to work in the political enterprise of steering the economy, and he stayed at that work into the turbulent years of oil shortages and inflation in the 1970s.

As chairman of the Federal Reserve Board from 1970 to 1978, he struggled with the long and painful inflation generated by the Vietnam War. He was accused of having deliberately let the money supply soar and aggravated inflation to help Mr. Nixon's reelection campaign in 1972. The emerging

consensus among historians is that the charge is false. In retrospect, it seems clear that, pressed by the White House, by congressional Democrats and even by many professional economists to expand and to keep unemployment down, he doggedly steered a far more cautious course than either party wanted. His relationship with Mr. Nixon was anything but cordial, and in later years he occasionally spoke with heat of the attempts of the Nixon staff to bully him — attempts which, as the Nixon staff could testify, were not successful.

But with President Ford, whose views on policy were much nearer to his own, Mr. Burns developed a close and warm cooperation. The Ford presidency was probably the period when relations between the White House and the Federal Reserve were the most serene in recent history, despite the deep recession of those years.

Recalled to service by President Reagan, he was a widely respected ambassador to Bonn for four years. Pipe in hand, with vigor and candor, he lectured the nation that invented the professorial manner, and did it to great applause. Throughout a long life he was known as much for his integrity as for his sharp wit. Friday, at the age of 83, he died of complications of heart surgery.

—THE WASHINGTON POST.

Other Comment

New Depths of EC Pettiness

Those with a proper concern for the role and dignity of statesmanship ought to be deeply worried about the fact that 12 heads of government are preparing to engage in a fierce debate over whether to put a tax on edible oils and fats. Voters in the European Community countries are entitled to ask whether they are well served when their chosen leaders spend precious time arguing about the price of liquefied rapeseed.

But on present evidence the EC summit is likely to plumb this new depth of pettiness because the agriculture ministers cannot find a cure for the terminally ill Common Agricultural Policy. Because of that and because the CAP swallows 70 percent of EC spending, their financial colleagues are incapable of balancing the budget of a techni-

cally bankrupt community. The tax on oils and fats is a substitute for the deep cuts in price support payments to farmers which national governments piously recognize as essential for balancing the books but lack the political will to implement.

If governments want to keep the farm lobby sweet regardless of the market for its produce, as they seem set on doing, let them underwrite farmers' incomes directly rather than imposing artificially high prices on consumers and distorting world trade by dumping surpluses abroad. This conversion from price support to income support involves the repatriation of the CAP to the individual member states, but need not entail abandonment of a common market in food based on agreed prices. If an outdated mechanism is beyond repair it seems prudent to scrap it.

—The Guardian (London).

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OPINION

Where Reagan's Thumbprint Will Endure

By James Reston

WASHINGTON — If you are wondering about Ronald Reagan's legacy as president, look to the courts. His domestic policies have sunk in a sea of red ink. His foreign policy is ending in scandal, but his thumbprint will be on the judiciary into the 21st century.

With the retirement of Lewis Powell, Mr. Reagan will be able to appoint his third Supreme Court justice. He has already appointed a chief justice of the United States and 290 of the 741 lifetime judges in federal courts.

In short, he is running out of everything but luck. The chances are that more than half of all the federal district judges and appeals court judges in the country will be of his choosing before the end of his second term, or, more accurately, of Attorney General Edwin Meese's choosing — not a particularly comforting thought.

Mr. Meese will put somebody in Justice Powell's place, but replacing him is not the same thing. He was one of the most judicial, and civil, gentlemen who ever sat on the court, faithful only to his own character and to the nation's constitution.

When observers say his was often the decisive vote in 5-4 decisions, what they mean is that neither the conservatives nor the liberals knew how he would come out on President Reagan's social agenda and had to do their best to persuade him. Mr. Meese may be glad to see him go; not so the other members of the court.

It is true that in the Supreme Court's first full

term under Chief Justice William Rehnquist and with the addition of the conservative Justice Antonin Scalia, the liberals and moderates, usually with Justice Powell's vote, managed to prevail.

This coalition, led by Associate Justice William Brennan, rejected a challenge to the death penalty. It followed the liberal line on affirmative action cases, on the right of working women to pregnancy leaves, on asylum for political refugees and on the teaching of creationism in the public schools.

With Justice Powell's retirement this coalition may not prevail, particularly on the issue of the right to abortion, which he supported.

Nothing is riskier in Washington, however, than predicting how the court will rule. All you can do is look at the record, and here the tendencies of this administration are fairly clear.

Mr. Meese gets these lifetime appointments when they are comparatively young. The average age of second-term Reagan appointees was 48, younger than the appointees of the previous four administrations. On average, they are richer than their predecessors; and in Mr. Reagan's second term, his appointees had less judicial experience than those of the previous four administrations.

Yet while the Reagan appointees voted more conservatively than their predecessors, and while Mr. Meese has presided over the most systematic

ideological screening system since Franklin Roosevelt's first term, Sheldon Goldman, in a careful analysis for the American Judicature Society, concludes that "there is no objective evidence that a 'litmus test' in terms of specific policy views has been employed to accept or reject candidates."

Justice Powell apparently considered that the age of 79 was an appropriate time to go home, and did not want to quit in a presidential election year when the question of his replacement would have become a partisan political issue.

So the president will now look around, and he is getting plenty of advice. President Nixon once asked Senator Howard Baker if he was interested in withdrawing the suggestion after Mr. Baker said he was. Now, after a spell in the White House, Mr. Baker might think the court looks pretty good.

There are at least two conservative and distinguished Reagan appointees on the appeals court, Robert Bork and Richard Posner, and if the president is in a fighting mood, he could turn to his favorite Senate cheerleader, Orrin Hatch of Utah.

Mr. Hatch aside, any respectable conservative on Mr. Meese's short list will undoubtedly be confirmed, and the president can go home feeling that the courts, if nothing else, are in fairly sound conservative hands. Then if he can strike a deal with the "evil empire" on arms control he will leave something behind. As Casey Stengel said in retirement, "You can't lose 'em all."

The New York Times.

How the West Can Safeguard Its Deterrent Strength

By Bernard W. Rogers

General Rogers retired last week as supreme allied commander in Europe.

From 7,000, unilaterally, since 1979. But someone should ask, "Once the 572 long-range INF warheads are eliminated, what is the composition of the remaining warheads?"

They consist of a few maritime depth charges (range 0), many artillery shells (9.5 miles, or 15 kilometers), 95 Lance missiles (72 miles), 72 West German Pershing-1As (450 miles) and bombs for aircraft capable of carrying either conventional or nuclear bombs.

Given the need to set artillery and

"Since the Russians are giving up more warheads than NATO, this has to be a good deal for the West." Yet the Russians would lose only a very small fraction of their capability to strike Western Europe, since every one of the thousands of Soviet warheads remains. Finally, a zero-zero accord would require NATO to bolster the credibility of its deterrent. The most critical step would be to improve conventional forces, by exploiting Western technological superiority — for example, with the so-called follow-on forces attack program, known as FOFA.

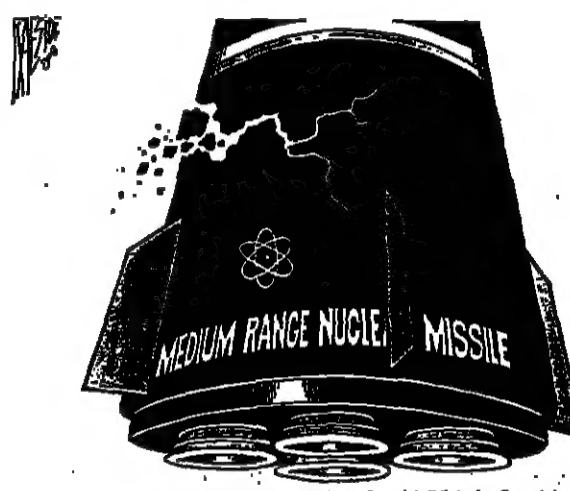
Dual-capable aircraft must be protected from elimination no matter how enticing Mikhail Gorbachev's potential offer in this category may seem. We can protect them by hardening shelters, improving the aircraft defenses and their ability to penetrate Warsaw Pact air defenses.

NATO must also modernize its nuclear capability. This means developing a new air-to-surface Standoff missile and a follow-on to the Lance missile, improved artillery-fired atomic projectiles and completion of the Trident submarine programs.

A strong NATO is the West's best guarantee of peace at the lowest possible level of risk. Arms control agreements that enhance security and maintain a credible deterrent can reduce risks. But records made solely to boost the political objectives of NATO officials will reduce NATO's capability to deter the Russians. NATO must not sacrifice long-term deterrence for short-term political expediency.

The United States and its allies should evaluate very carefully, and honestly, the long-term consequences of arms proposals. No pact should be signed today that NATO countries will regret tomorrow — when current political leaders are no longer in power — leaving the people of the West, and especially of Western Europe, to live with the results.

The New York Times.



By RAESIDE in the Times-Collector (Victoria, Canada). C&W Syndicate.

the Lance missile systems well behind the battle lines to protect them from enemy fire, only the West German Pershing-1As can strike with certainty deep into non-Soviet Warsaw Pact territory. NATO aircraft are limited in the range they can travel and by Warsaw Pact air defenses.

So more than just numbers of warheads are involved. The real questions are: "Does NATO have the appropriate systems to hit targets we need to hold at risk, and do the Soviets know we can do it?" Another rationale often heard is,

Soviet Union, the Pershing-2, and thus the most effective deterrent, thereby reducing the credibility of its overall deterrence and creating zones of unequal security in the alliance.

A third rationale is, "NATO can use the submarine-launched ballistic missiles committed to the supreme allied commander in Europe." While this is technically feasible, I believe it is politically infeasible today, as it was in 1977 to 1979, when NATO governments pressed strongly against using "strategic" weapons for theater nuclear purposes. Moreover, although the

Deterrence Cannot Rely on Nuclear Arms

By Morton H. Halperin

WASHINGTON — General Bernard Rogers, the just-retired NATO military commander, says that without nuclear weapons the alliance would be reduced to a "day's notice." The more relevant question is how long Western Europe could survive if NATO used nuclear weapons to resist a Soviet attack.

General Rogers makes an old mistake: talking about nuclear arms as if they were traditional weapons that could be used to fight and win wars.

But nuclear devices are simply not weapons for the use of even a very small number of them would destroy the battlefield — that is, Western Europe and perhaps most of the world.

Current NATO plans call for firing one or a few weapons — the shot across the bow — in the hope that the Soviets will be sufficiently scared to sue for peace. However, many analysts believe that it is much more likely that the NATO populations would resist a Soviet attack on any terms if a nuclear device goes off.

Now the Soviets are proposing to eliminate medium-range and short-range missiles. The agreement in principle of NATO countries has General Rogers and others disturbed. What NATO now relies on to deter a Soviet conventional invasion is a doomsday machine linked to a roulette wheel. The answer goes to the Soviets: There are so many nuclear weapons in Europe that if you start a war one of them may go off. More are then likely to be used. The result could be the destruction of the world.

People like General Rogers, who understand how dangerous the present system is, become nervous about any change that would give the Soviets less reason to fear the doomsday machine. This unease is often expressed as a fear of "decoupling." General Rogers argues that unless the United States has one or another nuclear delivery systems in place in Europe and maintains the right ratio of NATO to Soviet weapons, the Russians are likely to conclude that the American president would not use nuclear weapons to resist a Soviet conventional attack in Europe. But they do not make clear why a U.S. president is more likely to use medium-range missiles based in Europe than those based offshore or in America to attack Soviet forces.

In fact, Washington is likely to believe that any large-scale nuclear attack on Soviet forces would lead to

a broad Soviet response aimed at all NATO forces in Europe and at the rest of the American nuclear capability, including forces in the United States. Thus, if an American president ever decides to initiate a nuclear attack, he is likely to order an all-out strike.

A more fundamental concern is that the Soviets might conclude that the president would not initiate the use of nuclear weapons regardless of what delivery systems exist. For there

A doomsday machine tied to a roulette wheel — we pin our hopes on this?

is no way to make the threat to initiate their use credible.

Those who support the status quo say first that the system isn't broke and should not be fixed. Second, they argue that there is no real alternative. Neither argument is correct.

Consider this: The military has been told that it will be given permission to use nuclear weapons whenever "necessary." In a crisis, NATO might suddenly find that it was not willing to resist a Soviet conventional military move because of the belief that within a few days it would have to initiate the use of nuclear weapons or be overrun. So the pressure to appease the Soviets in order to avoid war could lead to the neutralization of Western Europe that those who resist change most fear.

Alternatively, in a crisis NATO leaders might realize how vulnerable their nuclear weapons were to Soviet conventional attack, and decide to disperse them. Once the weapons were deployed, the danger of unauthorized use or approved use to prevent their being overrun would increase.

If the current situation poses too high a risk of an unintended nuclear war or of the NATO alliance backing down in a crisis, we must find an alternative. There is one.

The West cannot get rid of nuclear devices. What it can do is to make its war plans and deploy forces on the assumption that it would never be in NATO's interest to initiate the use of nuclear devices. Nuclear weapons can be deployed in a separate command so that devices are available to retaliate

for Soviet use or in the unlikely event that NATO seeks to initiate their use. The regular military forces would be trained and equipped only for conventional war. This change would enhance NATO's conventional capability with no increase in spending. Deterrence would be more credible.

The West would also recognize that what deters the Kremlin is the credible threat that a war in Europe means a large war with America that it will fight to win. As long as no events in Western Europe threaten vital Soviet interests, the Russians are unlikely to attack in this situation.

Having recognized that nuclear devices cannot replace adequate conventional capabilities, we can seriously debate whether NATO forces are sufficient to deter a Soviet attack. My sense is that with modest improvements they are. Those who think not should be arguing for the needed improvements and not leading us to think we can rely on nuclear weapons if only we reject the Soviet proposal. It is time for realism. And that must begin by recognizing that nuclear devices are not weapons.

The writer, a deputy assistant secretary of defense in the Johnson administration, is author of the newly published "Nuclear Fallacy." He contributed this comment to The Washington Post.

IN OUR PAGES, 75 AND 50 YEARS AGO

1912: Wearily Balloting

BALTIMORE — Deadlocked over the Presidency, with Champ Clark leading and Governor Woodrow Wilson gaining, with Oscar Wilder Underwood and Judson Harmon strong as possible compromises, with no candidate able to see even a remote chance of getting a majority, the Convention is wearily balloting away [on June 28]. It looks like a test of endurance. The fifth ballot was: Mr. Clark 443; Governor Wilson, 351; Mr. Underwood 119; Governor Riley Marshall, 31; Senator Kent, 2. Needed to nominate: 726. The New York Herald reiterates the advice that Mr. Underwood is the man to bring the Democratic Party out of the wilderness. The Baltimore Sun says the nomination of a reactionary will smash all chance of victory in November.

Looking Past Chun's Own Failed Vision

By Jim Hoagland

WASHINGTON — The odds have swung now to no better than even that President Chun Doo Hwan, South Korea's faltering strongman, will achieve the tidy finish to his reign that he so badly wants. The massive public anger with Mr. Chun that has boiled over into violent demonstrations seriously imperils his plan to hand over power to a malleable successor in the spring.

The direct threat to Mr. Chun comes not from the streets but from his fellow generals. Already disenchanted with him because of his increasingly arbitrary rule and an odor of corruption that wafts around his entourage, they will not blink at dislodging Mr. Chun if he stumbles in dealing with the public challenge.

No one knows this better than Mr. Chun himself. In a conversation early last year, he acknowledged that his desire to arrange a quiet and decorous retreat from the position of power that he seized in 1980 is driven by fear of winding up like his presidential predecessors. (All of them have been thrown out of office or assassinated.) But Mr. Chun's insistence on staging his retreat on his own terms now endangers the entire enterprise.

Even if the demonstrations subside, Mr. Chun's power base has been dramatically eroded. Senior U.S. officials who hope Mr. Chun can survive into 1988 have concluded that he now is unlikely to be able to impose his cronies, Roh Tae Woo, as his successor. They foresee an interim regime, declared by the generals or negotiated by them with Mr. Chun and the opposition, that would take power to draw up a new constitution.

This conclusion has forced a swift reappraisal by the Reagan administration of its once unshakable support for Mr. Chun. When the Korean leader provoked the crisis in April by breaking off the dialogue he had established with the opposition, the administration issued the mildest of public reservations about Mr. Chun's actions.

But the demonstrations and the uncertainty over Mr. Roh's edicts have brought home to senior American foreign-policy makers that they are looking at an unraveling in Seoul that could be as severe a challenge as the Reagan administration is likely to face in its final months.

Mr. Chun offered Saturday to compromise, partly by distancing himself from the plan to install Mr. Roh. But this is unlikely to satisfy the opposition and end the challenge. For his new plan will leave the ruling party in control of the elections and the constitutional revision he proposes.

So the Reagan administration, as it did last year in the Philippines, confronts the dilemma of having to take a friendly regime to undertake reforms that are likely to end by bringing that regime's demise. Washington's willingness to do this is a measure of how desperate the situation in Seoul has become and how disastrous for America any other course would be.

By dispatching Gaston Sigur, the head of the State Department's East Asian bureau, to Seoul to call publicly on Mr. Chun not to declare martial law, the Reagan administration is reluctantly but knowingly depriving Mr. Chun of much of his leverage in trying to force the demonstrators off the street without using the iron fist.

The Reagan administration is making human rights and the determination to avoid bloodshed the centerpiece of its efforts to maintain political stability and protect long-term U.S. interests in a vital allied nation.

That is the way it was supposed to work in the Carter administration, of course, but never did. Compare Mr. Sigur's warnings about martial law to the Carter administration's public welcoming of the shah of Iran's turn to military rule in November 1978 in similar circumstances. More to the point, the Reagan administration is now actively attempting to head off a repetition of the kind of massacre of demonstrators by Korean troops that occurred in Kwangju in May 1980 — on Jimmy Carter's watch.

Not plagued by arguments about human rights vs. toughness, as was the Carter policy under the Reagan administration has its priorities right in South Korea. Because of the deep American involvement in the operational control of South Korea's military, another Kwangju now could poison Korean-American relations for decades.

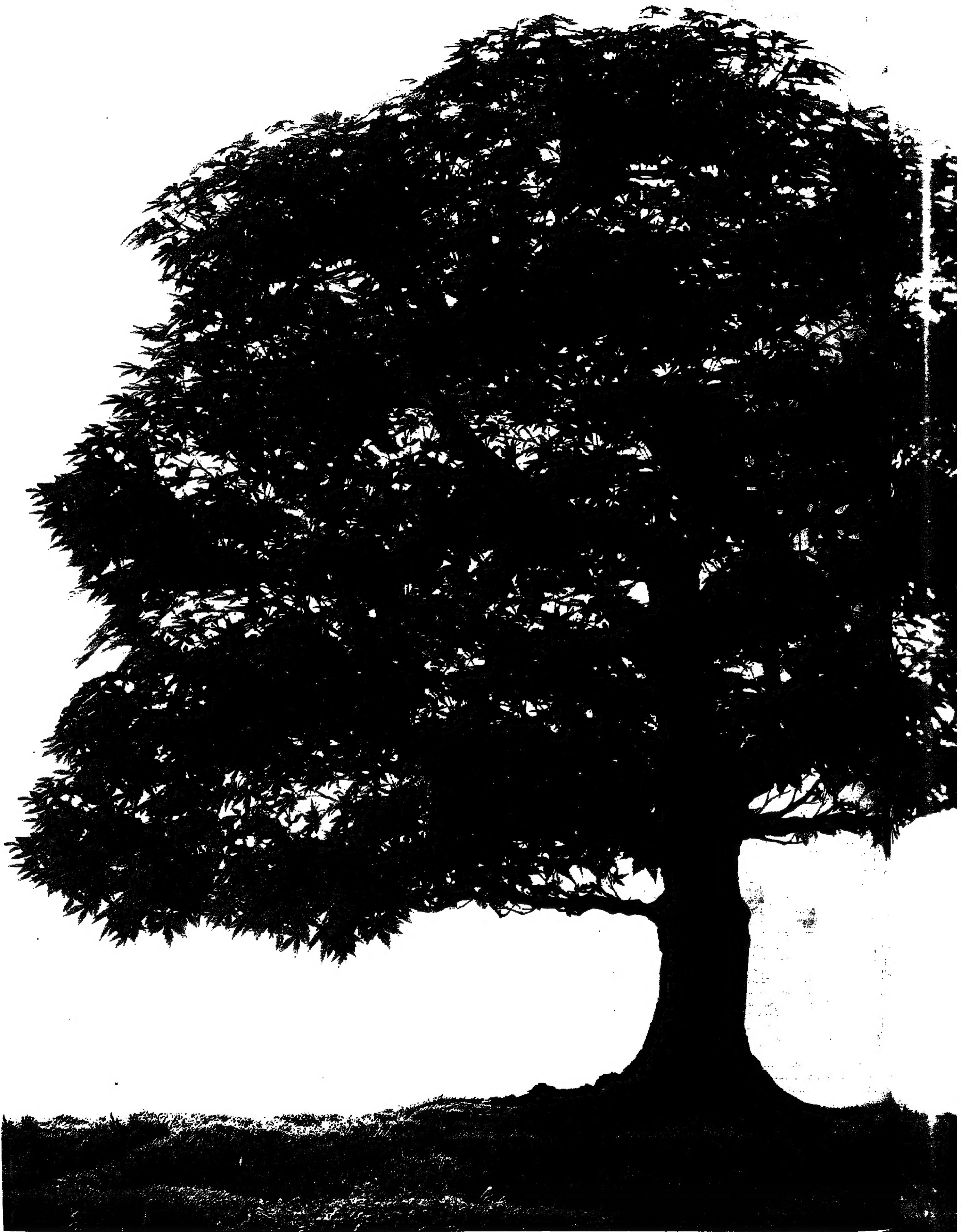
That would be tragic strategically and historically. The takeover record in helping prevent a massacre of South Korea by the hostile and paranoid regime to the north is one of the nation's finest accomplishments abroad in the past four decades. It should not be endangered now to enable Mr. Chun to try to follow his obviously flawed vision of the future.

The Washington Post.

WE STARTED WITH A BIG IDEA.



18WA



هكذا من اجل

THEN WE LET NATURE TAKE ITS COURSE.

In 1919 Fredrik R. Bull started with the seed of a good idea. To produce a more efficient statistics processing tabulator.

Nearly seventy years later Groupe BULL is in the same business of data processing and communications. Though of course, the business now is light years away in terms of sophistication, innovation, application and breadth.

BULL is now an international business, operating in 75 countries with 26,800 employees (without counting Honeywell Bull Inc.). And it is the second largest sales network in the world.

This remarkable success hasn't happened just by accident. It has taken careful nurturing.

In particular the last three years leading up to the recent agreement with Honeywell and NEC have proved the most fruitful.

We knew then that we had a unique opportunity. We could provide the market with a genuine alternative source for all their data processing and communication needs.

But to do this we needed support. It was then that we hit on the solution. A very simple formula.

BULL AND ITS CUSTOMERS A WINNING TEAM.

By working with our customers on their individual problems, together we could not only produce adequate solutions, but also we would benefit from having a deeper understanding of the market needs.

So the first objective was for BULL to become flexible enough to be able to respond effectively to the individual needs in an international market.

To achieve this we decided to develop intercommunicating systems that were not only adaptable in the extreme, but that respected our customers' freedom. In other words, systems that would allow any individual workstation to plug directly into other data processing, telematic or office automation services on the system.

Everything that we have done for years in terms of development has been done in line with this strategy.

CUSTOMERS' FREEDOM.

The competitiveness of a company today depends on the quality of its people and the uses made of its capital of information. By developing systems that can communicate more freely with each other, BULL brings its customers a more efficient circulation, but also interaction, with their total capital of information.

For BULL's customers, this greater freedom to communicate means a greater freedom to choose, to combine and, ultimately, to grow.

Freedom to choose among large and medium systems, among scientific and industrial mini-computers, among distributed data processing and office automation systems, among professional micro computers.

Freedom to combine, allowing BULL's products and systems to be integrated into existing structures, even those made with material from other manufacturers.

Freedom to grow, because BULL is dedicated to adapting itself and its solutions to the evolution and growth of its customers.

THE TREE OF COMMUNICATION.

To symbolize BULL's commitment to communication, growth and flexibility, the tree was a natural choice. Constantly evolving, with its roots in

solid ground and its branches reaching for the sky, the tree is present throughout the world, in as many shapes and sizes as there are businesses and organizations.

Small trees, like small systems, need to be nurtured in order to grow. And as they grow, circulation, be it of information or of life-giving sap, is of the utmost importance.

To do this, the tree must draw on all the resources in its environment. The larger the tree — or the system — grows, the more it must communicate, interact and exchange, across time and across space.

This growth happens naturally, but not always predictably, and it is BULL's strength to have understood that companies need the freedom to expand in a way that is germane to their specific concerns and needs.

HONEYWELL BULL INC.: A NEW DIMENSION.

Growing out of our eventual aim to put Groupe BULL at the forefront of the world computer market by 1990 was our agreement with Honeywell and NEC to form Honeywell BULL Inc.

This not only gives us the complete spectrum of computer hardware and software we need for the benefit of our customers. But it will also add considerably to our detailed understanding of the global market, and give us a worldwide presence and size to face market requirements.

For Groupe BULL, control of Honeywell BULL Inc. is furthermore an outstanding opportunity to complete its European presence and gain access to the US market by benefiting from the close ties established between BULL's teams and those of Honeywell over the past 17 years.

In light of this agreement, the expansion of cooperation with the Japanese group NEC is in keeping with BULL's strategy of alliances in which it is presently engaged with European industrialists.

PREPARING THE GROUND FOR FUTURE GROWTH.

Heavy commitment to a continuing program of research has to be at the root of all our future developments.

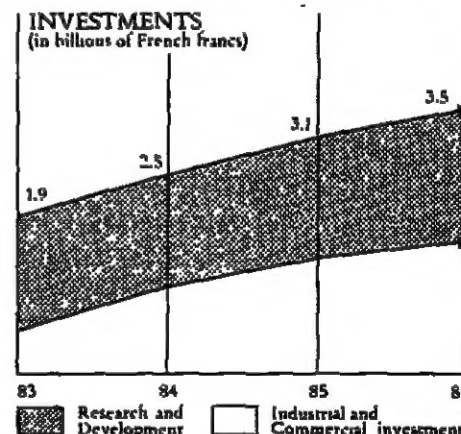
Our program is as deep as it is broad to give us the strongest of foundations. And it is carried out in line with our strategy of cooperation in partnership with both university and industrial laboratories.

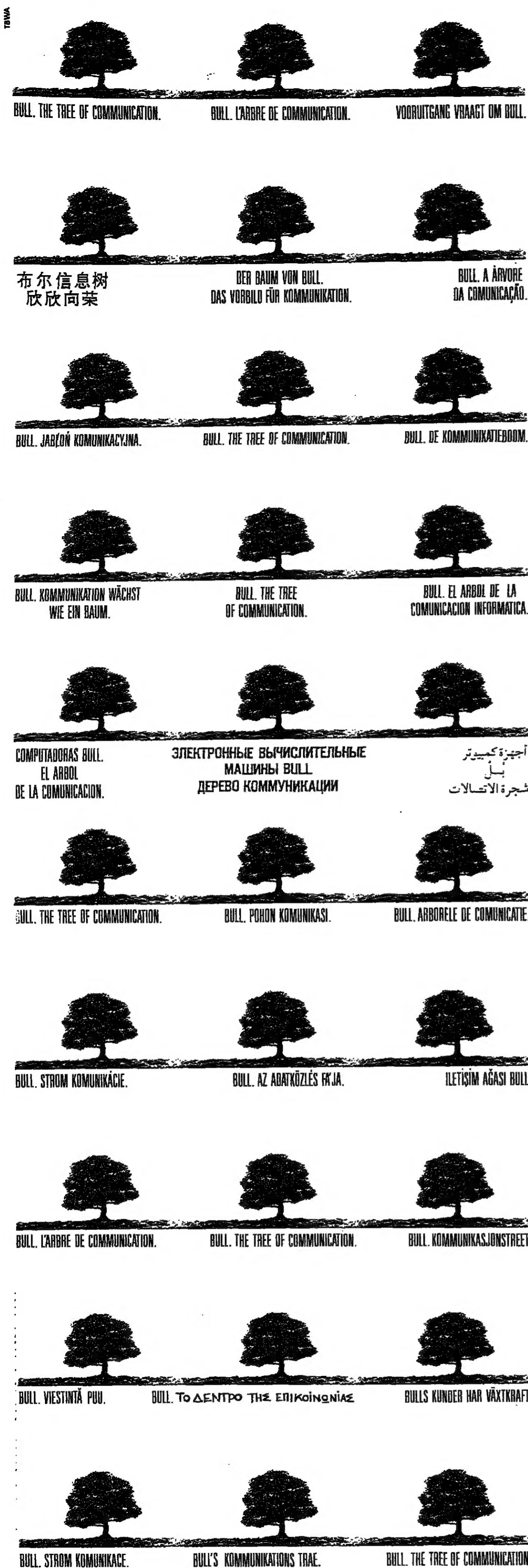
So, for instance, in conjunction with other major European computer companies, we are exploring the area of artificial intelligence and the products that can be developed from it.

We are involved with our customers to help them improve the efficiency of the software they have developed themselves.

We are part of a consortium that has developed the software now adopted by the European Esprit program.

In fact, on the Esprit program alone, we are participating in over thirty projects with more than a hundred different partners in industry and the universities.





NOW WE'RE SPRINGING UP ALL OVER THE WORLD.

ONE FRUIT OF OUR EFFORTS: THE BULL CP8* SMART CARD.

True to its goal to remain in the vanguard of technological progress, BULL has developed the BULL CP8* electronic micro circuit card.

Already familiar as a means of electronic payment, the BULL CP8* card, with its indelible logic memory and microprocessor, can be used to control access to central computers and data bases, while protecting the privacy of data transmitted over public and private networks in remote data processing and telematic applications.

The BULL CP8* also provides the possibility of a portable individual file, containing personal and confidential data.

The key feature of this advanced new product is its absolute security, due to the use of confidential codes in the card's microprocessor, the tamper-proof nature of the program used, and a built-in self-neutralizing structure.

With the BULL CP8*, BULL is already branching out into the future.

* Innovatron Licence patent, 09.06.76.

TRAINING FOR MORE FRUITFUL RESULTS.

In one way, our business is all about intelligence. And that is a human ability which is totally dependent on the quality of our international staff. A team of 26,800 men and women.

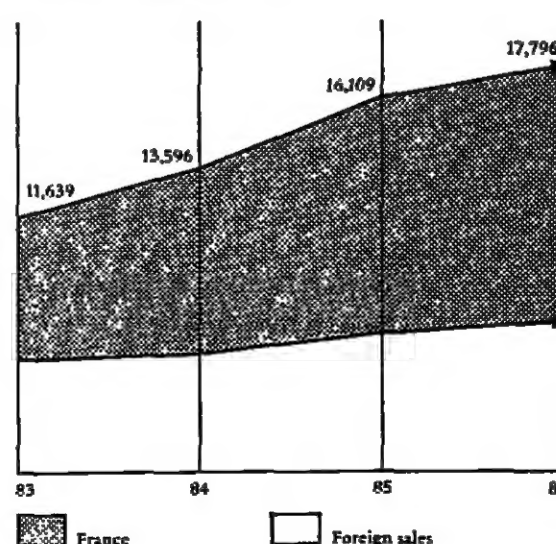
We believe the more we help these individuals develop their talents, the more we encourage them to cooperate and to work as a team, the more it will benefit our customers, ourselves and our staff.

To this end, BULL created a special quality control division in order to ensure no-fault performance at every level of the group's operations. Each of BULL's 26,800 employees, from the receptionists right up to top management, has taken an extensive quality training program to guarantee BULL's customers complete satisfaction, whatever their specific needs or requests might be.

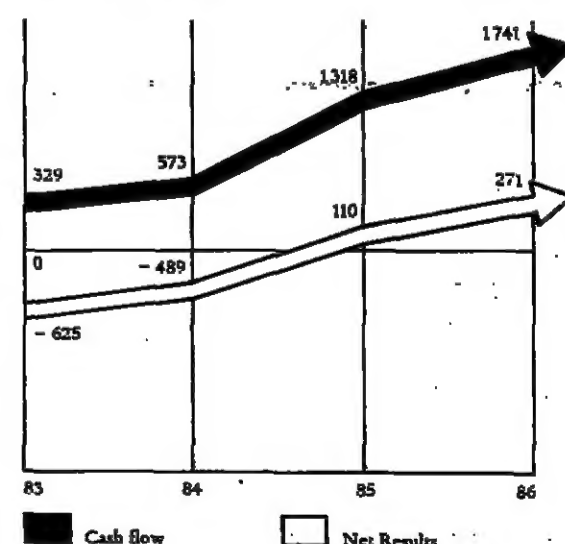
As we believe so strongly in working in partnership with our customers, we carry out a multinational annual survey of customer satisfaction with the aim partly to correct any faults in our services, but mainly so that we can anticipate any changes in their needs.

THE SWEET SMELL OF SUCCESS.

WORLDWIDE REVENUE
(in millions of French francs)



CASH FLOW AND NET RESULT
(in millions of French francs)



The policies which were first implemented in 1983 are beginning to bear fruit. The financial situation continued to improve during 1986. Net profit was up more than two and a half times over the previous year: FF 271 million in 1986 compared to FF 110 million in 1985.

Revenue was also up, 10.5% to FF 17.8 billion, including FF 6.1 billion realised outside France.

Cash-flow represented 9.8% of revenue and was up to FF 1,741 million in 1986 against FF 1,318 million in 1985.

BULL and its customers indeed form a winning team.

BULL. The tree of communication.

Bull

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MONDAY, JUNE 29, 1987

Page 7

EUROBONDS

2d Quarter Volume Falls
On Currency Volatility

By CARL GEWIRTZ
International Herald Tribune

PARIS — Activity in the Eurobond market slowed markedly during the second quarter, partly reflecting this year's turbulence in the foreign-exchange markets. Volume fell to \$35.9 billion, down 22 percent from the pace set in the opening three months of the year. The drop, according to figures supplied by Salomon Brothers Inc., was registered in all currency sectors except Australian and New Zealand dollars — popular instruments thanks to their high double-digit coupons.

Both the U.S. dollar and the Deutsche mark suffered nearly equal \$3 billion declines in the volume of new issues. For the dollar sector, this represented a drop of 17.5 percent while for the smaller DM market it was a reduction of 54 percent.

Euroyen bonds, down a scant 3 percent, were firmly established as the market's second most-popular currency behind the dollar. The yen, which only last year emerged as a challenger to the mark, has now far outdistanced that currency.

Slower world growth is cutting demand for borrowed funds to finance investment.

For the first six months of this year, new issues totaled \$82.3 billion. Bonds denominated in yen totaled \$16.4 billion compared to \$8.7 billion equivalent in DM. This doubled the yen's share of total business from last year to 20 percent, well over the mark's virtually unchanged 9.8 percent. The yen is now closing in on the dollar's 37 percent share — hardly changed from the record low set in the first quarter.

As the figures indicate, the volatile exchange rate environment pushing the value of the dollar down during the first six months does not fully explain this year's developments; the yen gained market share despite the nearly equal appreciation of the yen and the mark against the dollar.

Nevertheless, the current in the foreign exchange market and the reasons behind it are affecting the international capital market: They are contributing factors to the slowing pace of world economic growth and the reduced demand for borrowed funds to finance new investments.

ANOTHER element accounting for the slowdown in the market's activity is the reduction in prepayments of existing debt. Over the past year, a substantial amount of activity has been generated by such prepayments, where borrowers issued new debt bearing lower coupons. Early repayments are estimated to have accounted for some 20 percent of last year's activity.

But that trend may now be winding down. In part this is due to the full percentage-point rise in coupon rates on Eurodollar bonds since the start of this year following the rise in interest rates traceable to the dollar's weakness. Also, the highest-coupon debt has already been replaced.

While this may explain the reluctance of issuers to tap the market, investors have also been showing signs of fatigue. Since late 1984, the Eurobond market has registered a quarterly volume of new issues that up to then had been set annually.

That brings to buy bonds appears to be over. Many investment managers consider their portfolios to be overweighted in bonds and underweighted in stocks. In addition, there is considerable fear that the next big move in interest rates will be up rather than down — further reducing the appeal of bonds, whose prices fall as interest rates rise.

Equally important, the credibility of the Eurobond market suffered incalculable damage after the collapse of trading in perpetual floating-rate notes and the subsequent impaired trading of ordinary floaters. These were exceptionally liquid markets where big volumes were traded at very thin spreads, with 10 basis points, or 0.10 percent, separating bid and offered prices.

With the liquidity in FRNs evaporating as fast as it did, evidenced by the widening of spreads, investors legitimately question the durability of other sectors. As a result, they have since shown a preference for the greater safety of domestic government bond markets where two-way business is always maintained.

The collapse of the FRN market has also skewed the quarterly statistics, exaggerating the dollar's fall from favor.

Since 1984, floaters have accounted for the largest amount of new issues denominated in dollars — outstripping so-called straight bonds bearing a coupon fixed for the life of the issue.

The demand for floating-rate dollar debt — mostly from banks — has not disappeared just because the market died. Banks continue to raise floating-rate money, but now it's done through swaps: selling fixed-coupon bonds in Australian dollars, for example, and swapping the proceeds for floating-rate U.S. dollars.

This is achieved through the sophisticated exploitation of anomalies between markets and between creditors, as well as

See EUROBONDS, Page 9

'Golden Parachutes' Are Billowing Widely

By Cindy Skrzycki
Washington Post Service



Robert M. Fomon
Retired after scandal.



Thomas H. Wyman
Generous payment.

WASHINGTON — In the end, it seemed as if Richard J. Ferris, chairman of Allegis Corp., could not do anything right. But when the day came for his ouster from the company he had been with for 17 years, he floated quietly away, his "golden parachute" unfurled — all \$3 million worth.

It was not a reward for outstanding performance. In the last few months it had become clear that Mr. Ferris had big problems. But the payment to him was far from unique. Today it is common practice for top executives in biggest and best-known U.S. corporations to fall from grace cushioned by the type of generous severance payment that has come to be known as a golden parachute.

From the former Bendix chairman William M. Agee, who snared one of the first highly publicized parachutes in 1983, to Jim and Tammy Bakker, who requested a rich severance package when they were ousted from their television ministry, it seems no one likes to leave empty-handed.

"A lot of golden parachutes are rewards for leaving, and they are way out of line with individual worth or contributions to the company, particularly where a chief executive officer has mismanaged the company over time," said Peter G. Scotece, a director of Springs Industries of Fort Mill, South Carolina, who is a member of a number of corporate boards.

Not so, say defenders of parachute payments. "They are very important and very justifiable," said Gilbert Dwyer, president of Gilbert Dwyer & Co., a New York executive recruiting and counseling firm. Mr. Dwyer said that in the event of a raid on the company, the parachutes free senior executives to concentrate on negotiating the best deal for the shareholders instead of themselves.

Companies that provide parachutes for their executives also say the payments are a recruiting tool in the topsy-turvy world of mergers and acquisitions. Management consultants estimate it can take six months to a year for managers at top levels to find jobs, prompting candidates for high-level positions to look for companies that offer some sort of protection in the event of a takeover or other change.

In the merger fever of the last few years, some of the most secure jobs at U.S. corporations have been eliminated. In response, companies that find themselves in a takeover battle often rush to make sure

See PARACHUTES, Page 10



Michel C. Bergerac
Got \$35 million.



William M. Agee
One of the first.

Novel Approach
To Debt Crisis
Uses U.S. Bonds

By Carl Gewirtz
International Herald Tribune

PARIS — A small, nearly bankrupt Mexican company, overwhelmed by its foreign debt, has apparently found a way to lift its crippling burden while assuring that commercial banks will be fully repaid. Many experts believe the novel approach could open the way to resolving the world debt crisis.

In a nutshell, the plan proposes that debtors buy U.S. Treasury bonds available at a fraction of their face value and maturing in more than 20 years. These would be exchanged with commercial banks to cancel the debtor's original loan. This approach means that existing bank loans will be repaid much later than lenders had originally thought. But it also means that lenders have the full faith and credit of the U.S. government that they will be repaid.

The approach is especially appealing, experts say, because it could also serve to defuse other equally damaging threats to the world economy. Large purchases of U.S. government bonds would assure the continued financing of the enormous U.S. budget deficit; without such inflows, U.S. interest rates would need to rise to attract investors, further slowing economic growth throughout the world.

At the same time, if Japan and West Germany loaned the debtors the money to buy the bonds, the huge current-account surpluses of those countries would be recycled, dampening protectionist friction and leading to a more stable foreign exchange market.

While Japan has already made a general promise to loan \$20 billion to developing countries, it is not clear how West Germany would react to this specific plan.

The mechanics of this solution — known to bankers as "defiance" — have been discussed since the debt crisis erupted in mid-1982, but the solution has only just been applied.

Proponents believe that variations of the technique could be applied to a broad range of corporate debt restructurings and public sector refinancings as well.

The plan, in this initial attempt, will look like this:

Arrendadora Atlas, a Mexican

See DEBT, Page 9

OECD Says Aid to Developing Countries Is Slowing

Compiled by Our Staff From Dispatches

PARIS — Growth in the amount of official aid flowing from the industrial to the developing world is slowing, the Organization for Economic Cooperation and Development said Sunday.

In its annual review of aid policy among its 24 member countries, the Paris-based organization said official development assistance rose only 2.5 percent in 1986 compared with a 3.6 percent average over the past five years.

In the next few years, the OECD secretariat expects the growth rate in official aid to slip further to an average of 2 percent, according to the chairman of the Development Aid Committee, Joseph Wheeler.

In its report, the committee said the total of \$37 billion given in 1986 was a record, but it noted that

most of the 36 percent increase over 1985 aid was due to currency fluctuations and inflation.

On average, aid programs of the committee nations represented 0.36 percent of gross national product in 1986. Gross national product

from 0.31 percent, and Italy now is ranked as the fifth largest of the committee's donor nations.

Scandinavian countries and the Netherlands continued to lead the field with aid ratios more than double the committee average.

At the bottom of the scale, Australia's contributions fell sharply in 1986 to represent 0.21 percent of gross national product, compared with 0.38 percent in 1985.

The United States was the main supplier last year, with \$9.78 bil-

lion in 1986 to 59.5 percent in 1985 and 66.8 percent last year. This reflects the decline of private financing due primarily to commercial banks, which supplied the developing countries with only \$5 billion last year against \$13.5 billion the previous year.

As to countries outside the committee, the OECD pointed to a rise in aid from the Organization of Petroleum Exporting Countries from \$3.6 billion in 1985 to \$4.54 billion last year. This represents 0.94 percent of gross national product, against 0.65 in 1985. Saudi Arabia provided the lion's share.

The estimates show that aid from Communist countries grew by 20 percent in current dollar terms last year, primarily because of higher Soviet aid to Cuba, Mongolia and Vietnam. Soviet development assistance was estimated at \$4.2 billion.

(Reuters, AFP)

The \$37 billion in 1986 was a record, but most of the 26 percent increase over 1985 was due to currency fluctuation and inflation.

— The Development Aid Committee

measures the total value of goods and services a country produces.

Italy was singled out for its spectacular 18-percent increase in official aid, which was largely due to a boost in contributions to multinational organizations. The report said Italy's official aid had risen to 0.40 percent of gross national product

The OECD noted favorably such nations as Norway, devoting 1.2 percent of gross national product to aid; The Netherlands, 1 percent; and Denmark, Sweden and France, more than 0.7 percent.

The volume of aid from Austria, Belgium, France and West Germany declined in 1986.

lion, up 1.4 percent from the previous year, but the percentage of U.S. gross national product was only 0.24. In view of the large budget deficit and the law requiring cuts in the deficit, U.S. aid might decline further.

The share of government financing in total resources rose from 35.5

Volcker Backs Tax Boost
In '88 to Reduce Deficit

Reuters

BEAVER CREEK, Colorado — Federal Reserve Board Chairman Paul A. Volcker said over the weekend that a 1988 tax increase would be healthy for the U.S. economy, clearly stating his differences with President Ronald Reagan on the subject.

"I think that would have a wholly constructive influence" on the security of the financial outlook and on trade, said the Fed chief, who is stepping down in August when his second term expires. "I think it would help business abroad."

A tax increase in the budget, he told reporters in response to a ques-

tion, would produce "a further significant decline in the deficit next year, following up on what will be a significant decline this year."

Mr. Volcker, who will be replaced by Alan Greenspan, an economist, was in Colorado attending the sixth annual World Forum, a gathering of government and business leaders to discuss economic and foreign policy.

The budget blueprint just approved by Congress calls for \$19.3 billion in new taxes for the government's 1988 fiscal year beginning Oct. 1.

Mr. Reagan has vowed to veto any tax increase. His budget plan would raise \$22 billion in new fed-



Paul A. Volcker

Machine Tool Orders Rebound in U.S.

New York Times Service

WASHINGTON — New orders for American-made machine tools rebounded significantly in May, jumping 44.4 percent over April to \$185.1 million, according to a report for release Monday by the National Machine Tool Builders Association.

However, the May figure was off 8.8 percent from a year ago, and analysts said this continued to reflect a slump in the industry brought on by competition from abroad.

"I don't see May as a spectacular month at all," said Christine Chien, an analyst at Prudential-Bache Securities. "It's just that it's better than April, which was disgustingly low."

Andrew J. Silver, an analyst at Donaldson, Lufkin & Jenrette, said the May figures represented the strongest monthly rate increase since June 1985.

"It's a sign that the economy is strengthening," he said, cautioning, however, that one month of an increase doesn't make a trend.

The increase was also attributed to added interest from the automotive industry.

Analysts expect imports to decline further because under voluntary agreements, companies in Ja-

pan and Taiwan have already used up most of the 1987 quota of tools they can send to the United States.

In the new figures, the tool builders association reported that April orders were worth a revised \$130.3 million. Last month, the association had reported the April orders at \$129.9 million.

The group said shipments of machine tools rose 21 percent in May from April, to \$208.6 million, but were off 9.1 percent from May 1986.

THE ESTABLISHMENT TRUST

51CAV
Luxembourg, 43, boulevard Royal
R.C. Luxembourg B 21.743

Notice of Meeting

Messrs. Shareholders are hereby convened to attend the Annual General Meeting which is going to be held on 16th July, 1987 at 11.00 o'clock at the head office, with the following agenda:

1. Attendance.
2. Chairman.
3. Quorum.
4. Directors Report.
5. Auditors Report.
6. Financial Statements.
7. Declaration of dividends.
8. Discharge to Directors and Statutory Auditors.
9. Statutory Appointments.
10. Any other business.
11. Termination.

There is no quorum requirement for the Annual General Meeting and the resolutions will be passed by a simple majority of the shareholders present or represented.

The Board of Directors

Currency Rates

Currency	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate
Australian dollar	1.285	1.285	1.285	1.285	1.285	1.285	1.285	1.285	1.285
Belgian franc	36.36	36.36	36.36	36.36	36.36	36.36	36.36	36.36	36.36
British pound	1.64	1.64	1.64	1.64	1.64	1.64	1.64	1.64	1.64
Canadian dollar	0.71	0.71	0.71	0.71	0.71	0.71	0.71	0.71	0.71
Deutsche mark	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36
French franc	6.55	6.55	6.55	6.55	6.55	6.55	6.55	6.55	6.55
Italian lira	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36
Japanese yen	163.6	163.6	163.6	163.6	163.6	163.6	163.6	163.6	163.6
Netherlands guilder	2.20	2.20	2.20	2.20	2.20	2.20	2.20	2.20	2.20
Spanish peseta	166.6	166.6	166.6	166.6	166.6	166.6	166.6	166.6	166.6
Swiss franc	1.48	1.48	1.48	1.48	1.48	1.48	1.48	1.48	1.48
West German mark	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36

Currency	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate	Rate
Australian dollar	1.285	1.285	1.285	1.285	1.285	1.285	1.285	1.285	1.285
Belgian franc	36.36	36.36	36.36	36.36	36.36	36.36	36.36	36.36	36.36
British pound	1.64	1.64	1.64	1.64	1.64	1.64	1.64	1.64	1.64
Canadian dollar	0.71	0.71	0.71	0.71	0.71	0.71	0.71	0.71	0.71
Deutsche mark	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36
French franc	6.55	6.55	6.55	6.55	6.55	6.55	6.55	6.55	6.55
Italian lira	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36
Japanese yen	163.6	163.6	163.6	163.6	163.6	163.6	163.6	163.6	163.6
Netherlands guilder	2.20	2.20	2.20	2.20	2.20	2.20	2.20	2.20	2.20
Spanish peseta	166.6	166.6	166.6	166.6	166.6	166.6	166.6	166.6	166.6
Swiss franc	1.48	1.48	1.48	1.48	1.48	1.48	1.48	1.48	1.48
West German mark	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36

Last Week's Markets

All figures are as of close of trading Friday

Index	June 26	June 27	June 28	June 29
DJ Industrial	2436.84	2436.84	2436.84	2436.84
DJ Utility	207.22	207.22	207.22	207.22
DJ Transp.	1229.79	1229.79	1229.79	1229.79
S & P 500	307.16	307.16	307.16	307.16
S & P 500	307.16	307.16	307.16	307.16
NASDAQ	172.67	172.67	172.67	172.67
FTSE 100	1790.70	1790.70	1790.70	1790.70
DAX	2524.93	2524.93	2524.93	2524.93
Nikkei 225	2524.93	2524.93	2524.93	2524.93
Hong Kong	3138.68	3138.68	3138.68	3138.68
Shanghai	470.30	470.30	470.30	470.30
London	470.30	470.30	470.30	470.30

Japan Reported
Ready to Make
Loan to Poland

Reuters

TOKYO — The Japanese government Monday will approve a loan to Poland to help a Japanese automaker set up a major factory there, according to the financial daily, Nihon Keizai Shimbun.

It reported Friday that Prime Minister Yasuhiro Nakasone would tell the visiting Polish leader, Wojciech Jaruzelski, of the decision when they meet in Tokyo for two rounds of talks.

The approval reportedly would be conditional on agreement by the Polish Club of creditor nations. Japan and others have been withholding new credits from Poland since 1982. Japan's Daihatsu Motor Co. and three trading houses — Mitsubishi, C. Itoh and Sumitomo Corp. — plan to export production facilities to Poland's state-owned automaker, FSO, to build the Charade automobile. Total cost of the project is estimated at about 100 billion yen (\$683 million.)

JAPAN PACIFIC FUND

Société Anonyme d'Investissement
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R.C. Luxembourg B n° 8.340

Un dividende de US\$ 0.50 a été déclaré payable à partir du 29 juin 1987 contre remise du coupon n° 17.

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CONSOLIDATED
ANNUAL REPORT

Statement of Income	(for the period April 1, 1986 to March 31, 1987)	Consolidated Net Sales	(Year ended March 31)
Net sales	3,307,593	3,343	3,373
Costs of sales	2,428,520	2,401	2,707
Income before taxes and minority interests	78,016	3,343	3,373
Income taxes	44,947	2,401	2,707
Net income	34,178	3,343	3,373
Earnings per share	11.86 (in Yen)	3,343	3,373

OTC Consolidated trading for week ended Friday.

OTC Consolidated trading for week ended Friday.

[illegible]

NEW YORK (AP)—

of Securities Dealers, Inc., are the prices at which these

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& price	Calls	Puts	Option & price	Calls	Puts	Option & price	Calls
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New International Bond Issues

Compiled by Annie Potter Hardoux

Issuer	Amount (millions)	Mat.	Coup. %	Price	end week	Terms
FLOATING RATE NOTES						
CVAS 2	\$100	1992	0.17	100	—	Over 6-month Libor. Noncallable. Fees 0.10%. Denominations \$100,000.
Tops Series V	\$150	1992	0.15	100.10	—	Over 6-month Libor. Noncallable. Fees 0.15%. Denominations \$100,000.
STAR 2	DM 300	1998	0.30	100.05	99.95	Over 6-month Libor. Callable at par in 1992. Fees 0.10%.
Brisa Auto-Estradas de Portugal	¥10,000	1992	0.60	100%	—	Below the Japanese prime lending rate, semiannually. Noncallable. Fees 0.50%. Denominations 10 million yen.
FIXED-COUPON						
Coca-Cola Enterprises	\$100	1990	8%	101%	100.10	Noncallable. Fees 1.00%.
Guangdong Int'l Trust & Investment	\$50	1992	8%	100%	—	Noncallable. Fees 1.00%.
Canon Europa	DM 100	1994	6%	99%	98.25	Noncallable. Fees 2.00%.
World Bank	DM 600	1997	6%	99%	98.35	Noncallable. Fees 1.00%.
European Investment Bank	DM 150,000	1994	10	100%	98.75	Callable at 101% in 1992. Fees 1.00%.
Salvador Finance Bermuda	ECU 50	1995	7%	100	98.00	Noncallable. Fees 1.00%.
World Bank	ECU 150	1994	7%	101%	98.88	Noncallable. Fees 1.00%. Increased from 100 million ECU.
Central Capital	CS 75	1992	10%	101%	98.63	Noncallable. Fees 1.00%.
DKB Netherlands	CS 100	1992	9%	100%	98.88	Noncallable. Fees 1.00%.
Genossenschaftliche Zentralbank	CS 100	1993	9%	101%	99.24	Noncallable. Increased from CS75 million. Fees 1.00%.
Province of Saskatchewan	CS 150	1990	9%	101%	99.63	Noncallable. Fees 1.00%.
Régie des Télégraphes et des Téléphones	CS 87	1990	9%	101%	99.75	Noncallable. Fees 1.00%. Denominations CS100,000.
Alza	Aus 50	1990	14	101%	—	Noncallable. Fees 1.00%.
ASUK-CGER Finance	Aus 50	1990	14%	101%	99.45	Noncallable. Fees 1.00%.
Australian Industrial Development Corp.	Aus 50	1992	14	101%	99.75	Noncallable. Fees 2.00%.
Crédit Lyonnais Australia	Aus 65	1991	14	101%	99.50	Noncallable. Fees 1.00%.
GTE Finance	Aus 75	1992	14	101%	99.13	Noncallable. Fees 2.00%.
Indosuez Australia	Aus 50	1991	14%	101%	99.25	Noncallable. Fees 1.00%.
Royal Trustco	Aus 50	1992	14%	101%	99.50	Noncallable. Fees 2.00%.
Westland-Utrecht Hypotheekbank	Aus 50	1990	14%	101%	99.63	Noncallable. Fees 1.00%.
Crédit Lyonnais	¥10,000	1992	6	108%	—	Noncallable. Fees 1.00%. Denominations 10 million yen.
Ford Motor Credit	¥15,000	1992	1	101	—	Coupon is 1% for first two years, increasing to 7% thereafter. Noncallable. Fees 1.00%. Denominations 10 million yen.
World Bank	¥10,000	1997	4.8	100	—	Semiannually. Private placement.
EQUITY-LINKED						
Bond Finance Int'l	\$200	1997	5%	100	99.50	Redeemable at 110% in 1992 to yield 8.50%. Convertible at Aus\$2.89 per share, on 18% premium, and at Aus\$1.29 per share. Fees 2.00%.
Chase Finance New Zealand	\$75	1997	open	100	—	Coupon indicated at 5.00%. Convertible at an expected 14% to 20% premium. Redeemable in 1992 to yield 8.4% to 8.8%. Fees 2.00%. Terms to be set July 1.
Cosmo Securities	\$50	1992	1%	100	—	Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at \$2.512 yen per share and at 147.10 yen per dollar. Fees 2.00%.
Emhart	\$50	2002	open	100	99.88	Coupon indicated at 6.00% to 6.50%. Convertible at an expected 18% to 22% premium. Fees 2.00%. Terms to be set June 29.
Kajima	\$200	1992	open	100	—	Coupon indicated at 1.00%. Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at an expected 25% premium. Fees 1.00%. Terms to be set June 29.
Mentor	\$30	2002	open	100	99.00	Coupon indicated at 6.00%. Convertible at an expected 17% to 20% premium. Fees 2.00%. Terms to be set July 2.
Nichirei	\$100	1992	open	100	97.75	Coupon indicated at 1.00%. Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at an expected 25% premium. Fees 2.00%. Terms to be set June 29.
Nichirei	\$50	1994	open	100	96.50	Coupon indicated at 2.00%. Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at an expected 25% premium. Fees 2.00%. Terms to be set June 29.
Nippon Oil & Fats	\$70	1992	1%	100	97.00	Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at 1.415 yen per share and at 145.90 yen per dollar. Fees 2.00%.
Nippon Shinpan	\$400	1992	open	100	96.00	Coupon indicated at 1.00%. Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at an expected 25% premium. \$200 million issued in Europe and \$200 million in Asia. Fees 2.00%. Terms to be set June 30.
Nokia	\$100	1992	5	100	102.50	Each \$5,000 bond with 124 warrants exercisable into company's shares at a price to be set June 29. Fees 2.00%.
Obayashi Road Construction	\$25	1992	open	100	—	Coupon indicated at 1.00%. Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at an expected 25% premium. Fees 2.00%. Terms to be set July 2.
Okumura	\$100	1992	open	100	—	Coupon indicated at 1.00%. Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at an expected 25% premium. Fees 2.00%. Terms to be set June 30.
Pasco	\$85	1992	1%	100	—	Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at 1.017 yen per share and at 147.20 yen per dollar. Fees 2.00%.
The Rouse Co.	\$130	2002	5%	100	98.00	Convertible at an expected 21% to 25% premium. Fees 2.00%. Terms to be set July 2.
Shinagawa Fuel	\$50	1992	open	100	97.00	Coupon indicated at 1.00%. Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at an expected 25% premium. Fees 2.00%. Terms to be set July 1.
Toyama Chemical	\$50	1992	1%	100	94.50	Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at 1.435 yen per share and at 146.00 yen per dollar. Fees 2.00%.
Toyota Motor	\$800	1992	open	100	98.25	Coupon indicated at 1.00%. Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at an expected 25% premium. Fees 2.00%. Terms to be set July 2.
Yamamura Glass	\$40	1992	1%	100	—	Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at 547 yen per share and at 146.00 yen per dollar. Fees 2.00%.
Yamanouchi Pharmaceutical	\$100	1992	open	100	100.00	Coupon indicated at 1.00%. Noncallable. Each \$5,000 note with one warrant exercisable into company's shares at an expected 25% premium. Fees 2.00%. Terms to be set June 30.
Bond Finance Int'l	\$80	1997	6	100	99.50	Redeemable at 124 in 1992 to yield 9.40%. Convertible at Aus\$2.89 per share, on 18% premium, and at Aus\$2.426 per pound. Fees 2.00%.

EUROBONDS: Foreign Exchange Volatility Cuts Demand for Funds

(Continued from first finance page)

from competition among banks seeking to win new business by offering swaps at rates that could otherwise not be achieved.

The annual report of the Bank for International Settlements issued in June estimated that 20 percent of new international bond issues last year were the object of currency- or interest-rate swaps.

The BIS added that "issuing activity in some of the smaller currency sectors seems to have been almost entirely swap-driven. At least 70 percent of new issues in Australian and New Zealand dollars were swapped by borrowers into other currencies."

This, then, explains the astounding increase in the volume of Australian dollar Eurobonds so far this

year. At \$6.4 billion, more than double the amount of paper issued in all of last year, the A-dollar accounted for 7.8 percent of total first-half volume. As indicated earlier, the paper is also popular with investors attracted by the high coupons.

The swap activity also helps to explain why the yen has captured a much larger share of the total market than the Deutsche mark — from which swap opportunities are much less abundant.

While the swap activity may distort the U.S. dollar's loss of market share, there is no doubt that the currency is much less attractive to investors.

The Salomon Brothers figures show that \$30.6 billion of U.S. dollar Eurobonds were issued in the first six months. Of this, straight bonds accounted for \$24.27 billion. (Another \$2 billion was in FRNs and \$4.3 billion was in convertible bonds that can be exchanged for stock.)

However, what the Salomon figures do not show is that almost half of the straight-bond volume — some \$11 billion — was debt carry-

ing warrants to purchase equities. More than 90 percent of the issuers of equity-warrant bonds were Japanese companies.

In these issues, the dollar was merely a currency of convenience for the issuer. The bonds and the warrants are immediately separated and trade independently, leaving the bonds with their ridiculously low coupons of less than 1% percent offered in the market at enormous discounts from face value.

Ultimately, these deeply discounted straight bonds are bought by professionals, swapped and re-marketed as floating-rate notes. This was the case last week with FRNs sold by CVAS 2 and Tops Series V — special-purpose companies created to serve as the issuing vehicle.

The Japanese ex-warrant bonds usually carry the guarantee of a major bank and thus are high quality. The repackaging produces an attractive yield — some 15 to 17 basis points over the benchmark London interbank offered rate for Eurodollar deposits.

Meanwhile, with the Tokyo

DEBT: Novel Repayment Solution for Mexican Company Suggests Global Applications

(Continued from first finance page)

leasing company close to bankruptcy from trying to service \$33 million in foreign currency bank loans, will purchase for about 10 cents on the dollar long-term zero-coupon U.S. Treasury bonds.

Zero-coupon bonds are instruments on which no interest is paid. The bonds are sold at substantial discounts from the nominal value — such as 10 cents for paper that will be worth \$1 at maturity.

The Treasury does not itself issue zeroes, but securities firms can create them by stripping out the semiannual interest paid on standard government bonds and then selling each interest payment and the final redemption amount as a separate zero-coupon bond.

Arrendadora Atlas will use such bonds having a maturity of more than 20 years as the collateral for a new security it will issue in exchange for the existing bank debt on a dollar-for-dollar basis. One dollar of bank debt will be exchanged for one dollar of collateralized security. The banks will suffer no loss of principal.

When the zero-coupon bond matures the banks will receive full payment of the amount they initially

lent, although much later than they had expected when they extended the loans.

In the meantime, Arrendadora will continue to pay interest to the banks. But in exchange for this guaranteed repayment, Arrendadora is slashing in half the rate of

on the values of their outstanding loans.

The restructuring will leave the company solvent, Mr. Schirano said. He added that the company would service interest on the new security out of its current cash flow. Mr. Schirano said he believed the

of the oil exporting states. Also, not all the money is owed to the banks.

Rimmer de Vries, chief economist at Morgan Guaranty Trust Co., estimated in an interview that less than \$400 billion in debt would be involved in the key debtor countries. More than half of that would

the World Bank. The bank could then buy the zeroes and lend them to developing countries.

As shown by Arrendadora Atlas, the superior credit backing would justify a sharp reduction in the lending charges imposed by the banks. As for the 20-year waiting period before being repaid, banks have already agreed to reschedulings stretching 20 years and still have no assurance of repayment.

In return, the World Bank would be in a position to insist that the debtor countries pursue economic policies aimed at restoring their health and, at the same time, to elicit from the banks extensions of new loans to finance development.

In theory at least, U.S. commercial banks should be able to move loans backed by U.S. government zero bonds from being classified as a credit to, say, Mexico to a credit extended to the U.S. government. Since they would need to hold less reserves against this credit, they would save money.

The classification move would also open room within each bank's lending limits to make new loans to debtor countries.

The new debt plan, by using U.S. government bonds, could help finance the huge U.S. budget deficit and recycle trade surpluses from Japan and West Germany. This in turn could foster greater economic growth, less protectionism and more currency stability.

interest it had been paying to a rate of 13/16 percent point over the London interbank offered rate, Libor, the benchmark for the bulk of the commercial bank lending to developing countries.

Arrendadora's debt rescheduling due to be signed Monday, was arranged by First Interstate Bank, based in California.

The bank's senior vice president, Louis Schirano, said in a telephone interview that Arrendadora Atlas "was able to restructure its balance sheet entirely while at the same time banks suffered no writedown"

technique could be applied throughout the developing world.

At first glance, applying this scheme to the total Third World debt problem looks overwhelming. The debt now totals about \$1 trillion. That amount dwarfs the volume of U.S. Treasury bonds that could be stripped into zeroes. In addition, finding the money to buy the zeroes is another problem.

However, these global numbers distort the situation. Not all debtor developing countries are in crisis; witness the strength of the countries in Southeast Asia, and many

have to be taken off the books to restore confidence.

As for where the money would come from, Mr. de Vries suggested that the major debtors such as Mexico and Brazil could use a portion of their existing large reserves.

Mayer Rashish, former U.S. undersecretary of state for economic affairs and now a private consultant in Washington, had another suggestion. Mr. Rashish, a strong proponent of devaluation, said in a telephone interview that Japan could lend its pledged \$20 billion to

TECHNOLOGY: New Equipment Cutting Productivity in U.S. Service Industry

(Continued from Page 1)

delay in ticketing caused by computer failures.

In the retail trade, cash registers have been computerized and shipping, receiving and inventory systems modernized, but productivity growth of the 19 million workers has barely topped 1 percent annually.

The productivity of 18.8 million employed in health care, law and accounting actually declined an average of 0.3 percent annually since 1980, according to the Labor Department.

One of the companies that realized it was running into trouble and fashioned what is now considered a model solution is the Fireman's Fund Insurance Companies. Executives of the Fireman's Fund recognized several years ago that its sprawling computer systems, numbering more than 100, were impeding employees and beginning to affect profits. Policies were taking weeks to process. Errors increased.

Fireman's Fund launched a \$100-million project to shrink the systems to 10. The company's billing division, for instance, will be operated on one computer system instead of 17. This should speed claims and check processing. The

division that issues policies will depend on one system instead of two, a change that should cut the time needed to prepare a policy from 14 days to two.

Nationwide, the service sector has not been able to outpace manufacturing, despite expenditures of between \$600 billion and \$800 billion since the early 1970s on computerized equipment, according to the Labor Department.

Productivity increases in services averaged 2.4 percent between 1947 and 1973, when the economy enjoyed a long period of expansion, while productivity improvements at factories averaged 2.9 percent.

But from 1973 to 1981, the average annual productivity gains for services fell to 0.5 percent. Manufacturing productivity growth dropped less, to 1.3 percent. Between 1981 and 1983, the latest measurement period, manufacturing productivity grew by more than 4 percent annually, faster than at any time in U.S. history, while annual increases in service-sector productivity moved upward only 0.7 percent.

Poor growth in services has dragged the overall growth in U.S. productivity down during the 1980s to an annual average 1.4 percent, far below 1970 and much

slower than that of Japan, West Germany and other major competitors.

Parts of the service economy, particularly telecommunications and finance, have been reaping the rewards of the electronic advances for several years.

But other service-industry executives have determined that buying

more equipment is often not the answer.

Federal Express, which has set the trend in applying automation technology, is one of the major service companies carefully evaluating its purchases of new equipment.

"Equipment is not always the solution," said Michael K. Dale,

manager of quality and productivity for Federal Express. The company recently figured out that it would save \$185,000 a year by employing two clerks to deliver computer printouts by hand to a certain facility than to install an expensive printer.

"It was a low-tech solution to a high-tech problem," said Mr. Dale.

OPEC: Cartel Agrees an Output Limit That Iraq Rejects

(Continued from Page 1)

ing slightly more than one-third of the world's oil consumption.

That level compares with the official current quota of 15.8 million barrels a day, but is far lower than the 18.3 million barrels a day that OPEC had said at its meeting last December would be its fourth-quarter quota.

Under the new accord, Iraq's share was raised to 1.54 million barrels a day and Iran's to 2.369 million, from 1.466 million and 2.255 million. Last December, Iraq similarly demanded a share equal to Iran's, and proceeded to produce above its quota.

Iraq produced just over 2 million barrels a day in April and May, and its capacity is set to rise further in

September with a new 500,000 barrel-a-day oil export pipeline via Turkey.

OPEC output for the second half of 1987, including that of Iraq, will actually be between 17.5 and 17.7 million barrels per day while fourth-quarter output will be nearly 18 million, acknowledged Kuwait's oil minister, Sheikh Ali al-Khalifa al-Sabah, on Sunday.

According to Paul Mitroff, an analyst with Salomon Brothers Inc. who attended the Vienna talks, the demand for OPEC oil will be 17.3 million barrels a day in the third quarter and 17.8 million barrels a day in the fourth quarter.

At the conclusion of the three-day meeting in Vienna, Kijuan Lukman, the Nigerian energy min-

ister and OPEC's president, predicted that prices "will continue to firm" as a result of the accord.

On Friday, oil prices were already rising on expectations of this agreement. Contracts for August delivery of West Texas intermediate, the U.S. benchmark crude oil, rose 60 cents to close at \$20.24 a barrel Friday on the New York Mercantile Exchange.

Kuwait and Saudi Arabia originally fought efforts to revise the tentative 18.3 million-barrel, fourth-quarter quota downward because they feared the prices would rise and the result would be slower worldwide economic growth and thus lower long-term demand for oil.

(NYT, Reuters)

Bonds Stable On Clashing Influences

United Press International

NEW YORK — U.S. government bond prices had a stable week, finishing unchanged to slightly lower, as investors weighed conflicting market factors.

Favorable for bond prices were a steady dollar and news that con-

sumer prices rose a modest 0.3 percent in May.

Disquieting was the absence of strong investor demand Friday for the two-, four- and seven-year notes the Treasury sold to government bond dealers last week.

The bellwether 8 1/2 percent 30-year Treasury bond closed Friday at 102 1/2, for a yield of 8.48, unchanged from the previous week.

Philip Braverman, economist at Irving Securities, said bond prices should soon perk up. He cited a near-complete respite from new auctions of Treasury notes or bonds until early August, a strong dollar, ebbing inflation fears, weak money growth and an economy neither strong nor weak.

U.S. Consumer Rates

	June 26
Two Year Treasury Note	7.25%
Three Month Treasury Note	6.50%
One Year Treasury Note	6.25%
Bank Money Market Accounts	5.50%
Bank Rate Money Market	5.50%
Home Mortgages, 30-year average	10.00%
Source: New York Times	

New Issue/June 18, 1987

\$150,000,000

PEFCO

Private Export Funding Corporation

\$.60% Secured Notes, Series Y, Due June 30, 1994

The due and punctual payment of interest on the Notes is directly guaranteed by the Export-Import Bank of the United States, such guarantee being backed by the full faith and credit of the United States. Repayment of principal of the Notes is secured by the pledge with the Trustee under the Indenture of an equivalent principal amount of obligations backed by the full faith and credit of the United States, all of which obligations mature prior to the due date of the Notes.

J. P. MORGAN SECURITIES INC.

BANKERS TRUST COMPANY

CITICORP INVESTMENT BANK

DILON, READ & CO. INC.

MERRILL LYNCH CAPITAL MARKETS

SALOMON BROTHERS INC.

BANK AMERICA CAPITAL MARKETS GROUP

CHASE MANHATTAN GOVERNMENT SECURITIES, INC.

CHEMICAL BANK

CONTINENTAL ILLINOIS

FIRST INTERSTATE CAPITAL MARKETS INC.

MANN JACOBI HANOVER TRUST COMPANY

MARINE MIDLAND SECURITIES INC.

PNC INVESTMENT CO.

All of these securities having been sold, this announcement appears as a matter of record only.

JPY 100,000,000

PARACHUTES: Rich Severance Payments for U.S. Executives Have Become Common Practice

(Continued from Page 7)

their senior executives are assured a safe landing in the event of a change of control, if indeed they have not already done so.

"Severance issues used to be dealt with on a gentlemanly basis," said E. Webb Bassick, a partner with Hewitt Associates, an executive compensation firm. "But we have entered such a fierce environment of competition with unfriendly raiders that the gentlemanly ways have been tossed out."

Originally, parachutes were billed as weapons to discourage pesky suitors. But that threat proved virtually worthless in the multimillion-dollar corporate takeover game.

"It's like a mosquito bothering an elephant," Mr. Dwyer said. Instead, the payments have become another perk of power.

JWT Group Inc., the advertising agency that agreed Friday to be acquired by Britain's WPP Group PLC, had quickly approved "severance agreements" for 26 key employees when WPP first came calling. These guarantee cash equal to

triple the employees' salaries and other benefits for three years.

Gillette Co., a veteran of the takeover wars, has in place a parachute that would triple almost all its employees' salaries for five years. Revlon is trying to buy Gillette for the second time.

Merrill Lynch, CBS, Baxter Travenol and scores of other companies now routinely offer special compensation for executives who leave top offices because of a change in management or for other internal reasons. More than 40 percent of major U.S. companies now have parachutes, said Mr. Bassick at Hewitt Associates.

Increasingly, not only a takeover fight but, say, getting thrown out by the board can result in a lucrative parachute. Mr. Ferris fell out with the Allegheny board. Thomas H. Wyman, the former CBS chairman, departed with a generous parachute. Michel Vailland, who was chairman of Schlumberger Ltd., the oil-service giant was being ripped apart by family feuding, was ousted with at least \$5.6 million.

When he retired in May, E. F. Hutton's former chairman, Robert

M. Fomon, who headed the brokerage firm during the worst scandal in its history, got \$4 million in cash, and a subsequent award of \$465,000 annually in additional pension benefits and a consulting contract with Hutton that could be worth \$3.5 million.

Similarly, the housecleaning on Wall Street resulting from insider trading scandals apparently has its rewards. When General Electric Co. replaced the top management of its Kidder, Peabody Group subsidiary last spring after an internal investigation of the firm's role in insider trading, the company said it would honor the employment contract of its former chief executive officer, Ralph D. DeNunzio.

A study of 1,500 companies completed last year by Mr. Dwyer's firm showed that more executive employment contracts were written in 1985-86 than during any previous two years. They protected a larger number of executives and their potential cost grew to an estimated average of \$4 million, with the most generous costing about \$60 million.

Most of these parachutes, which usually provide a healthy multiple of salary and a variety of benefits,

Kidder agreed this month to pay the federal government \$25.3 million to settle allegations that it made millions in illegal trading during Mr. DeNunzio's tenure, though he has not been accused of wrongdoing.

Both the size of contracts and their growing number have made them the center of a debate over the proper pay for a chief executive.

"From the beginning of time and forever the question will be how much is a good man worth and how little should a bad one be paid," said Mr. Agee, who popped open a \$4 million parachute after he sold Bendix to Allied Corp.

Robert B. Reich, professor of political economy at Harvard University's John F. Kennedy School of Government, views parachutes as a form of bribery that suggests that managers would not act in the interest of shareholders otherwise.

He also thinks they hurt productivity. "Workers look at golden parachutes and say, 'Why should I knock myself out for this company?'" he said.

The union leadership at Time Inc., for example, is unhappy with a \$4 million severance package a former Time Inc. chairman, Ralph

P. Davidson, is collecting now and after his retirement from the board at the end of next January.

Among other payments, Mr. Davidson, 59, will receive a \$415,000 guaranteed salary until his retirement, as well as a bonus, a two-year consulting contract, pension benefits and \$18,500 in legal fees. His salary was \$573,799 in 1986.

"I think it's an expensive squeeze play at the top at a time when many people are losing their jobs at the company," said Key Martin, unit chairman at Time Inc. for the Newspaper Guild of New York.

Similarly, employees at CBS who have lost their jobs since Laurence A. Tisch took over as chief executive looked askance at Mr. Wyman's settlement and that of Van Gordon Sauter, who was president of the troubled CBS news division.

Several other CBS executives have employment contracts, some with special provisions that protect them in the event of a takeover.

There are also silver parachutes, such as the one installed by the airline America West covering 5,000 workers.

"We put it in to relieve the anxiety of our employees and send a strong message to potential buyers," said Mark Coleman, America West's senior vice president for market planning.

Beneficial Corp. of Wilmington, Delaware, has taken a slightly different approach by covering a broad band of middle managers at a potential cost of \$53.8 million.

The payments that really raise eyebrows, however, are the stratospheric parachutes such as the \$35 million that Michel C. Bergerac, Revlon's former chairman, took with him when the investor Ronald O. Perleman—who is trying again to acquire Gillette—deposed him.

Some shareholders and critics of parachutes in general are also upset over how they are installed. Although such packages have to be disclosed in companies' proxy statements, many are nearly impossible for the average shareholder to understand.

Another sticking point is when parachutes are approved. Many a sudden exit of an executive comes with a last-minute parachute approved by a sympathetic board.

"Some of these benefits cannot be ascertained until we come to the moment of truth," said Graef Crystal, a professor of organizational

behavior at the University of California's business school.

Finally, though parachute supporters say the payments are small relative to a company's assets or the prices struck in takeover deals, some experts claim that paying parachutes detracts from the value of a company.

Generali to Buy Northern Star

ROME — Assicurazioni Generali, Italy's leading insurer, has agreed to acquire Britain's Northern Star for an unspecified sum.

The purchase of Northern Star, which had premium income of £30 million (\$48.3 million) last year, from Union des Assurances de Paris is part of Generali's international expansion strategy, Enrico Randone, its president, said Saturday.

Generali will issue a dividend of 600 lire (46 cents) per share, up 40 percent, and a bonus issue of one new share for every five already held, bringing nominal share capital to 420 billion lire from 350 billion.

Generali will issue a dividend of 600 lire (46 cents) per share, up 40 percent, and a bonus issue of one new share for every five already held, bringing nominal share capital to 420 billion lire from 350 billion.

NASDAQ National Market

OTC Consolidated trading for week ended Friday.

(Continued)

Sales in 100s	High	Low	Close	Chg	Net
GenCorp	106.14	212.5	212.5	7 1/2	7 1/2
GenCorp	106.14	212.5	212.5	7 1/2	7 1/2
GenCorp	106.14	212.5	212.5	7 1/2	7 1/2
GenCorp	106.14	212.5	212.5	7 1/2	7 1/2
GenCorp	106.14	212.5	212.5	7 1/2	7 1/2
GenCorp	106.14	212.5	212.5	7 1/2	7 1/2
GenCorp	106.14	212.5	212.5	7 1/2	7 1/2
GenCorp	106.14	212.5	212.5	7 1/2	7 1/2
GenCorp	106.14	212.5	212.5	7 1/2	7 1/2
GenCorp	106.14	212.5	212.5	7 1/2	7 1/2

H

Sales in 100s	High	Low	Close	Chg	Net
HMO	206.14	212.5	212.5	7 1/2	7 1/2
HMO	206.14	212.5	212.5	7 1/2	7 1/2
HMO	206.14	212.5	212.5	7 1/2	7 1/2
HMO	206.14	212.5	212.5	7 1/2	7 1/2
HMO	206.14	212.5	212.5	7 1/2	7 1/2
HMO	206.14	212.5	212.5	7 1/2	7 1/2
HMO	206.14	212.5	212.5	7 1/2	7 1/2
HMO	206.14	212.5	212.5	7 1/2	7 1/2
HMO	206.14	212.5	212.5	7 1/2	7 1/2
HMO	206.14	212.5	212.5	7 1/2	7 1/2

K

Sales in 100s	High	Low	Close	Chg	Net
KLA	206.14	212.5	212.5	7 1/2	7 1/2
KLA	206.14	212.5	212.5	7 1/2	7 1/2
KLA	206.14	212.5	212.5	7 1/2	7 1/2
KLA	206.14	212.5	212.5	7 1/2	7 1/2
KLA	206.14	212.5	212.5	7 1/2	7 1/2
KLA	206.14	212.5	212.5	7 1/2	7 1/2
KLA	206.14	212.5	212.5	7 1/2	7 1/2
KLA	206.14	212.5	212.5	7 1/2	7 1/2
KLA	206.14	212.5	212.5	7 1/2	7 1/2
KLA	206.14	212.5	212.5	7 1/2	7 1/2

L

Sales in 100s	High	Low	Close	Chg	Net
LA	206.14	212.5	212.5	7 1/2	7 1/2
LA	206.14	212.5	212.5	7 1/2	7 1/2
LA	206.14	212.5	212.5	7 1/2	7 1/2
LA	206.14	212.5	212.5	7 1/2	7 1/2
LA	206.14	212.5	212.5	7 1/2	7 1/2
LA	206.14	212.5	212.5	7 1/2	7 1/2
LA	206.14	212.5	212.5	7 1/2	7 1/2
LA	206.14	212.5	212.5	7 1/2	7 1/2
LA	206.14	212.5	212.5	7 1/2	7 1/2
LA	206.14	212.5	212.5	7 1/2	7 1/2

M

Sales in 100s	High	Low	Close	Chg	Net
MA	206.14	212.5	212.5	7 1/2	7 1/2
MA	206.14	212.5	212.5	7 1/2	7 1/2
MA	206.14	212.5	212.5	7 1/2	7 1/2
MA	206.14	212.5	212.5	7 1/2	7 1/2
MA	206.14	212.5	212.5	7 1/2	7 1/2
MA	206.14	212.5	212.5	7 1/2	7 1/2
MA	206.14	212.5	212.5	7 1/2	7 1/2
MA	206.14	212.5	212.5	7 1/2	7 1/2
MA	206.14	212.5	212.5	7 1/2	7 1/2
MA	206.14	212.5	212.5	7 1/2	7 1/2

N

Sales in 100s	High	Low	Close	Chg	Net
NA	206.14	212.5	212.5	7 1/2	7 1/2
NA	206.14	212.5	212.5	7 1/2	7 1/2
NA	206.14	212.5	212.5	7 1/2	7 1/2
NA	206.14	212.5	212.5	7 1/2	7 1/2
NA	206.14	212.5	212.5	7 1/2	7 1/2
NA	206.14	212.5	212.5	7 1/2	7 1/2
NA	206.14	212.5	212.5	7 1/2	7 1/2
NA	206.14	212.5	212.5	7 1/2	7 1/2
NA	206.14	212.5	212.5	7 1/2	7 1/2
NA	206.14	212.5	212.5	7 1/2	7 1/2

O

Sales in 100s	High	Low	Close	Chg	Net
OA	206.14	212.5	212.5	7 1/2	7 1/2
OA	206.14	212.5	212.5	7 1/2	7 1/2
OA	206.14	212.5	212.5	7 1/2	7 1/2
OA	206.14	212.5	212.5	7 1/2	7 1/2
OA	206.14	212.5	212.5	7 1/2	7 1/2
OA	206.14	212.5	212.5	7 1/2	7 1/2
OA	206.14	212.5	212.5	7 1/2	7 1/2
OA	206.14	212.5	212.5	7 1/2	7 1/2
OA	206.14	212.5	212.5	7 1/2	7 1/2
OA	206.14	212.5	212.5	7 1/2	7 1/2

P

Sales in 100s	High	Low	Close	Chg	Net
PA	206.14	212.5	212.5	7 1/2	7 1/2
PA	206.14	212.5	212.5	7 1/2	7 1/2
PA	206.14	212.5	212.5	7 1/2	7 1/2
PA	206.14	212.5	212.5	7 1/2	7 1/2
PA	206.14	212.5	212.5	7 1/2	7 1/2
PA	206.14	212.5	212.5	7 1/2	7 1/2
PA	206.14	212.5	212.5	7 1/2	7 1/2
PA	206.14	212.5	212.5	7 1/2	7 1/2
PA	206.14	212.5	212.5	7 1/2	7 1/2
PA	206.14	212.5	212.5	7 1/2	7 1/2

Q

Sales in 100s	High	Low	Close	Chg	Net
QA	206.14	212.5	212.5	7 1/2	7 1/2
QA	206.14	212.5	212.5	7 1/2	7 1/2
QA	206.14	212.5	212.5	7 1/2	7 1/2
QA	206.14	212.5	212.5	7 1/2	7 1/2
QA	206.14	212.5	212.5	7 1/2	7 1/2
QA	206.14	212.5	212.5	7 1/2	7 1/2
QA	206.14	212.5	212.5	7 1/2	7 1/2
QA	206.14	212.5	212.5	7 1/2	7 1/2
QA	206.14	212.5	212.5	7 1/2	7 1/2
QA	206.14	212.5	212.5	7 1/2	7 1/2

R

Sales in 100s	High	Low	Close	Chg	Net
RA	206.14	212.5	212.5	7 1/2	7 1/2
RA	206.14	212.5	212.5	7 1/2	7 1/2
RA	206.14	212.5	212.5	7 1/2	7 1/2
RA	206.14	212.5	212.5	7 1/2	7 1/2
RA	206.14	212.5	212.5	7 1/2	7 1/2
RA	206.14	212.5	212.5	7 1/2	7 1/2
RA	206.14	212.5	212.5	7 1/2	7 1/2
RA	206.14	212.5	212.5	7 1/2	7 1/2
RA	206.14	212.5	212.5	7 1/2	7 1/2
RA	206.14	212.5	212.5	7 1/2	7 1/2

S

Sales in 100s	High	Low	Close	Chg	Net
SA	206.14	212.5	212.5	7 1/2	7 1/2
SA	206.14	212.5	212.5	7 1/2	7 1/2
SA	206.14	212.5	212.5	7 1/2	7 1/2
SA	206.14	212.5	212.5	7 1/2	7 1/2
SA	206.14	212.5	212.5	7 1/2	7 1/2
SA	206.14	212.5	212.5	7 1/2	7 1/2
SA	206.14	212.5	212.5	7 1/2	7 1/2
SA	206.14	212.5	212.5	7 1/2	7 1/2
SA	206.14	212.5	212.5	7 1/2	7 1/2
SA	206.14	212.5	212.5	7 1/2	7 1/2

T

Sales in 100s	High	Low	Close	Chg	Net
TA	206.14	212.5	212.5	7 1/2	7 1/2
TA	206.14	212.5	212.5	7 1/2	7 1/2
TA	206.14	212.5	212.5	7 1/2	7 1/2
TA	206.14	212.5	212.5	7 1/2	7 1/2
TA	206.14	212.5	212.5	7 1/2	7 1/2
TA	206.14	212.5	212.5	7 1/2	7 1/2
TA	206.14	212.5	212.5	7 1/2	7 1/2
TA	206.14	212.5	212.5	7 1/2	7 1/2
TA	206.14	212.5	212.5	7 1/2	7 1/2
TA	206.14	212.5	212.5	7 1/2	7 1/2

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MBA: U.S. Programs Seeking to Create Market Niche as European Demand Grows

(Continued from Page 1)

doubled since 1974, to 650 from 325 in 1979. But that, too, is changing. Many MBA programs are starting to feel the pinch, in particular the lesser-known private institutions whose names lack the resonance of Harvard or Stanford. Mr. Kurish says that, at Hartford's Barney School of Business and Public Administration, enrollment has fallen in recent years by as much as 10 percent a semester.

No one is sure exactly how many U.S. business colleges have come to Europe, though the figure in Paris gives a clue: at least three in the last couple of years. The invasion has taken two forms: separate campuses, such as Hartford's, and links with established European schools, usually exchange programs for students and teachers.

Virtually all the better-known U.S. schools, and many others, have chosen the second approach. For example, Clark University of Worcester, Massachusetts, considered opening a program in Paris but finally decided on a link with the Ecole Supérieure de Gestion, a French undergraduate business school, that will allow ESG graduates to get their MBAs from Clark's home campus in as little as eight months, if they are qualified.

Other schools, such as Hartford, are jumping headlong into Europe, establishing separate campuses and English-language programs from their home bases. The aim, they say, is to enhance the reputation of the home campus and eventually raise enrollment there.

"The European program will not make money for us in any of their locations," said William J. Duggan, dean of Webster University's graduate school in St. Louis, Missouri. "What we want to do is get the European programs at a break-even point," he said. "The payoff will be that, once our American students realize that we have these options, the programs 'will bring students to our campus here."

Yet educators say these programs' separatism raises concern about their quality.

To save money, the branches generally use very little faculty from the home campus, relying instead on "adjuncts" from the communities where they are based. They often lack adequate libraries and other facilities. And so that the programs will be cheaper, they are often shorter than the two-year equivalent required by the American Assembly of Collegiate Schools of Business, the body that accredits MBAs in the United States.

For these reasons, officials of the St. Louis-based assembly say, none of the U.S. colleges offering separate programs is accredited by the body, either in the United States or in Europe, though most of the colleges are accredited on a much broader basis by regional author-

ities that do not pass judgment over specific academic curricula.

"It is awfully hard, that many miles off, to monitor quality and maintain the kind of program that you'd expect on the home campus," said Charles Hickman, the assembly's director of projects and member services.

Of the 650 MBA programs in the United States, 222 are accredited, including those of all the top schools except for Yale's very traditional School of Organization and Management.

B. Bonnie Baranowski, assistant dean at the Barney school in West Hartford, denied that accreditation was "an indicator of quality" or of minimum professional standards, such as doctors or engineers might require. "It merely indicates that you are following the curriculum that they have said you should follow," she said.

She said that, while Barney met the assembly's standards, it had chosen not to seek accreditation. Now, however, it is reconsidering that decision, she said.

The risks of coming to Europe can be great. North Texas, for example, canceled a faculty-exchange program with a Zurich graduate school when the Swiss school began using the Texas university's name and logo on diplomas.

Planning problems forced Clark to delay the start of its program, while Hartford's original French partner went out of business just after the Paris program got under way. Now it has a new partner.

Webster University was one of the first U.S. schools to decide that the risks might be worth taking. If Webster is better known than Hartford in the United States, it is probably less for its parent campus in St. Louis than for a dozen or so satellites across the United States.

The university, founded in 1915, has been one of the most aggressive in the country in opening campuses near military bases and in other areas where the supply of inexpensive part-time college courses has not kept pace with demand.

Webster's first European branch, in Geneva, was created to cater to that city's large English-speaking diplomatic community. It has since added campuses in Vienna, London and Leiden, Netherlands.

The programs rely heavily on adjunct faculty, but officials deny that quality is a problem.

"Curriculum is controlled from St. Louis," said Robert D. Brooks, the Vienna director. "We can propose, but St. Louis must sign off. St. Louis monitors us closely. Every syllabus goes to St. Louis."

Most students study a business

curriculum, but the campuses offer courses in the liberal arts as well.

This is not the case with Hartford, whose Paris campus offers only an MBA program, compressed into 12 months. Mr. Kurish said that the curriculum was "intensive" and that the school was serious in its commitment to "excellent" management education.

For example, he said, it flies most of its teachers in from Connecticut each quarter, though it uses occasional free-lancers based in Paris.

"I can't honestly say that you are getting a University of Hartford degree if you're not getting my professors," Mr. Kurish said. "It would be a little dishonest."

IPME Trains Managers for Smaller Firms

By Kurt A. Ruderman

International Herald Tribune

PARIS — Ten years ago, the paths of two ambitious business graduates crossed on the faculty at the European Business School in Paris. Michel Robic, director of the program in finance, and Jacques Bensoussan, head of marketing studies, both had extensive experience as consultants for small and medium-size companies in France.

Dismayed by what they saw as a void in France's elite *grandes écoles* — of which they are both graduates — to meet the specific management needs of small companies, they decided to combine their skills and set up an institution that would focus on developing personnel to fill the gap.

The Institut des Petites et Moyennes Entreprises, IPME, opened in Paris in 1981 with 50 students. The student body has since been expanding at an annual rate of 40 percent. In addition to two schools in Paris and one in Lille, a San Francisco branch opened in March. Branches will open this autumn in Rennes and Metz, France.

IPME instructors are professionals in fields ranging from business to law. They supplement the academic curriculum with on-site training.

Bruno Coia, 22, a sales manager at Optima, joined the software distributing company after serving two internships there as part of his undergraduate training with IPME.

"I chose IPME after looking at several professional schools," Mr. Coia said. "I found them far too theoretical. I did not want to spend 8 hours a day in a classroom."

Pascal Dinga, 23, heads a sales team at France Construction, a subsidiary of Bouygues SA. He

attributes his management success to his practical internship, particularly in the United States.

He recalled that a market study he was doing in the United States for Jouxart, a luxury game manufacturer, had met with little response, a problem that was compounded by a 25-percent decline in the dollar. The experience, he said, gave him an idea for a game that he was able to market successfully on his return to France.

The stagnant economies that afflicted most industrial nations in the 1980s prompted the creation of IPME and similar schools in France. "During this period, large corporations had to deal with a tough home market, and an even tougher foreign one, just barely holding their ground while having to reduce their work force," Mr. Robic said. "However, during this period small and medium-sized companies experienced growth, as well as a rise in employment."

France has 1.5 million companies that fall into the small and medium-size category, accounting for 60 percent of the gross national product and 66 percent of the labor force.

The French government recently awarded a 700,000 franc (\$116,670) contract to IPME and the Université de Technologie de Compiègne to coordinate a campaign to stimulate French exports.

Students qualify for IPME upon receiving their baccalauréat. They must pass tests in analytical skills and English before being admitted to the three-year course, where the emphasis is on practical training, including an internship in the United States. To enter the three-year program of the grandes écoles, in addition to the baccalauréat a student must take a two-year preparatory program where the emphasis is on mathematics.

Chance of U.S. Retaliation Grows Amid Thai Resistance on Copyrights

By Patrick L. Smith

International Herald Tribune

BANGKOK — Alone in East Asia, Thailand is resisting efforts to protect U.S. copyrights, patents and trademarks. Leading many analysts to predict that Washington will be forced to retaliate by downgrading the nation's status as a trade partner.

In response to increased pressure from the United States, almost all Asian countries known to violate the intellectual property rights of U.S. companies have introduced legislation in recent months that is intended to curb the "pirating" of U.S.-made products ranging from audio tapes to prescription drugs and computer software.

Thailand's emergence as the only holdout in the region is partly a reflection of its highly nationalistic character and partly indicates a gradual souring of its economic relations with the United States over the past two years.

Although Prime Minister Prem Tinsulanonda appears committed to strengthening Thai regulations on intellectual property rights, the issue has become a potentially divisive one for Mr. Prem's four-party coalition government.

After years of periodic talks with U.S. negotiators, the Prem administration introduced amendments to Thailand's current copyright regulations last month. This has prompted charges from the prime minister's political opponents that the government is displaying weakness in responding to pressure from the United States.

Last week Mr. Prem sought to avoid a damaging confrontation over the legislation by postponing a debate in the Thai parliament,

which goes into recess Tuesday, until after it resumes in September. Even the most far-reaching proposals advanced by various Thai officials in recent weeks do not address all of the grievances aired by U.S. officials.

"Some of the things we are asking for look as if they're politically impossible for Prem," a U.S. official said recently. "There's no question that we're heading for a period of increased confrontation."

Until recently, pirated audio and video tapes, books, medicines and other copyrighted or patented items were commonplace throughout East Asia. Taiwan was infamous, for instance, for cheap reprints of bestsellers. South Korea was a center for counterfeit auto parts and Singapore was known for its trade in music cassettes.

In many cases, such items are still available, although less readily. But U.S. officials are satisfied that most governments are making efforts to strengthen regulations and implement them more forcibly.

In Thailand, however, audio cassettes are still available in any street market for about \$1 and film cassettes can be rented for slightly

more than that. The other main issues here involve unauthorized textbook publishing, the reproduction of patented medicines and the rampant theft of computer software programs.

Last month the Reagan administration's trade representative, Clayton K. Yeutter, received two petitions from U.S. industry groups, one involving pharmaceutical patents and the other from a coalition of businesses concerned with intellectual property rights.

Both petitions called for the suspension of Thailand's privileges under the Generalized System of Preferences, which awards duty-free status to a portion of imports from nations classified under it.

Mr. Yeutter is expected to accept the petitions as matters for investigation and to restart negotiations with Bangkok.

The most contentious aspect of the copyright issue is whether computer software should be covered by Thai law.

Many political leaders, including Deputy Prime Minister Bhisai Rattakul, assert that inexpensive software is essential to the nation's economic development.

The question of trademarks and patents, including those covering prescription drugs, has not yet been addressed. But there is a widespread view in Thailand that copied formulas are necessary to keep medicines within the reach of most Thais.

Mr. Prem's opponents have seized on these issues, political sources say, partly as a means of asserting parliamentary power and the interests of dissatisfied members of the governing coalition.

Other Asian nations have moved to curb pirating of U.S. products from prescription drugs to computer software.

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SPORTS

Yanks Mayotte, Wilkison Shine
In the Spotlight of Center Court

By John Feinstein

WIMBLEDON, England — They turned two Americans loose on Center Court to start play on the first Saturday of the Wimbledon tennis tournament. Once they had the court, Tim Mayotte and Tim Wilkison decided they didn't want to give it up.

But no one objected. By the time they shook hands 3 hours and 45 minutes after they began, each had won the crowd in his own way. Mayotte, the 10th seed, needed all his considerable skills to hold off Wilkison, 6-3, 4-6, 6-7 (7-5), 6-3, 7-6 (7-0).

"We were out there forever," Mayotte said. "After a while it seemed like we were camping out. I'm just glad to be alive and still in the tournament."

Twenty-four hours after Boris Becker was shockingly taken out of the tournament, the repercussions were still reverberating around the grounds. All the top men said that the two-time champion's absence opens up the field. Some, like Mayotte, admitted they had to keep from looking ahead.

Two male seeds followed Becker in defeat on Saturday. Joakim Nystrom (No. 13) lost to Jacob Hlasek, but given his record on grass and given that Hlasek is ranked only 16 places lower than he is, it barely qualified as an upset. But the other seed's defeat certainly did. The loss by No. 12 Brad Gilbert to Alexander Volkov was almost as shocking as Becker's to Peter Doherty. Volkov, a 20-year-old Soviet, had never before won a grand prix match; ranked No. 503 worldwide, he kept Gilbert off balance to win, 7-6 (7-4), 6-3, 6-3, 6-4.

Other seeds fared better. Stefan Edberg (No. 4), who has lost his serve once in three rounds, won in straight sets against this time over Matt Anger. Andres Gomez (No. 8) had some trouble but beat qualifier Ken Flach. Henri Leconte (No. 9) downed the other half of Israel's Davis Cup team, Gildas Bloom, a day after beating the first half, Amos Mansdorf. Pat Cash (No. 11) defeated his pal and Australian compatriot Paul McNamee in a second rounder.

And No. 2 seed Ivan Lendl survived his

daily struggle, defeating qualifier Richey Reneberg, 6-4, 6-7 (7-5), 6-3, 7-6 (7-0). "Anybody who has never won a set or a game in tennis, come on out and play me," Lendl joked. "You're guaranteed to win at least a set."

The only women's seed to lose was No. 13 Barbara Potter, wiped out by Mary Joe Fernandez, 6-0, 6-1. Steffi Graf took 50 minutes to outlast Laura Gildemeister, who was joined in the fourth round by Helen Sukova (No. 4). Gabriela Sabatini (No. 6), Raffaella Reggi (No. 15) and Sylvia Hanika (No. 16), Claudia Kohde-Kilsch, playing a round behind, struggled before getting past Louise Field.

But it was Mayotte and Wilkison who had Center Court and center stage. Wilkison became something of a folk hero during the U.S. Open last year, upsetting Yannick Noah in the second round and becoming the only American to reach the quarterfinals. He won crowds over with his dashing, sprawling style, his red-and-white baseball cap and his swash-buckler style. He came in with the nickname "Dirt" and went out with a new one: "Rambo."

"That was fun," Wilkison said Saturday. "I like notoriety, but you have to earn it. If I had beaten Tim, I would have gotten some. But I didn't, so that's my fault."

His and his opponent's. Mayotte is the antithesis of Wilkison on the court — methodical, restrained, almost always controlled. Even the quiet English crowd got involved with Wilkison as he jived around the court.

"I've learned to just worry about my own game," Mayotte said. "It really doesn't bother me. That's the way Tim plays. I knew he would thrive in this atmosphere, so I expected a tough match."

Mayotte made it look easy early, racing through the first set and to a quick break in the second. But Wilkison came back, breaking back to 4-4 and breaking again for the second set. Mayotte hurt himself, double-faulting after Wilkison had reached set point with a lunging forward down the line.

Mayotte jumped ahead again in the third set, but Wilkison got even at 4-4. By this time, the fans had warmed to him; every time



Tim Mayotte

Methodical and restrained.

he shook a fist — which was often — they roared.

Wilkison played the tie breaker about as well as one can, starting with a great serve backhand volley and ending with two big serves. Again, Mayotte's nerves showed as he double-faulted twice.

But he didn't crack. He broke Wilkison to start the fourth set after a rare show of emotion. When he netted a forehand return to let Wilkison reach 30-40, he screamed in frustration. "Get a point on his second serve!" A moment later he did, with a ripping forehand. Wilkison double-faulted for the break and Mayotte raced through the set.

"When I let him break me like that to start the fourth, it wasn't too good," Wilkison said. "Then when he broke me again early in the fifth, I thought he might run away with it. But I got back in it" — after one of Center Court's more memorable scenes.

Serving at 2-3, Wilkison hit a lunging forehand winner that made the game score 30-40. As he lunged, his zipper split open.

Never missing a beat, Wilkison jogged over to his seat, got a second pair of shorts out of his equipment bag and raced under the stands to change. He was back in a flash, waving the split pair; the fans were beside themselves with laughter. Even Mayotte had a hearty laugh.

"You know you're out there at a moment like that and the pressure is extraordinary," Mayotte said. "But really, moments like that you cherish because they're so memorable. Right then, I was standing there thinking, 'It's really fun being out here and a part of this.'"

Wilkison saved that game, and the two moved to 5-4 on serve. "I was just hoping I could sneak a break in somewhere and get it over," Mayotte said.

He got his break with help from Wilkison, who at 15-40 double-faulted. At 30-40, Mayotte passed him with his first serve. "I wanted to serve to his forehand because I thought I would surprise him," Wilkison said. "I guess I tried to do too much with the ball."

The serve was an inch wide. The second serve tracked in, and suddenly it was over.

Not a perfect ending, but for a day Center Court had belonged to America, and no one was complaining.

Mets Lose Ho-Hitter, Then Game to Phils

The Associated Press

PHILADELPHIA — Mike Schmidt's two-out RBI single capped a two-run rally in the ninth inning Sunday afternoon that gave the Philadelphia Phillies, held hitless for seven innings by Ron Darling, a 5-4 victory over the New York Mets.

Schmidt's single, just beyond the

SUNDAY BASEBALL

reach of center fielder Mookie Wilson, came before a crowd of 52,206, the largest this year at Veterans Stadium. Darling, who has not won in 13 starts, since April 22, had little trouble through the first seven innings. But pinch-hitter Greg Gross led off the eighth with a triple to and Juan Samuel's single finished Darling.

Schmidt greeted relief pitcher Jesse Orosco with a single and Gary Carter's passed ball allowed Samuel to score, then Glenn Wilson's single, off Roger McDowell with two out, made it 4-3. In the

ninth, one-out singles by Gross, Samuel and Rick Schu tied it. After McDowell retired Tom Hayes on a fly ball, Schmidt singled.

No Met has pitched a no-hitter in the team's 26-year history. There has never been a no-hitter in the 17-year history of Veterans Stadium.

Pirates 6, Cubs 2: In Pittsburgh, R.J. Reynolds' two-run single off relief ace Lee Smith triggered a two-out, five-run rally in the eighth that beat Chicago. Rick Sutcliffe, attempting to become the NL's first 11-game winner, had held the Pirates to one run on six hits before being lifted after walking pinch-hitter John Cangelosi and running the count to 3-0 on Barry Bonds.

Smith then came on to walk Bonds. Andy Van Slyke's sacrifice bunt moved the runners up before Johnny Ray was intentionally walked to load the bases. Smith then struck out Bobby Bonilla but Reynolds lined his single into right field. Jim Morrison's single made it

4-2. Mike LaValliere was intentionally walked to load the bases. Sid Bream walked on a 3-2 pitch and Cangelosi, batting for the second time in the inning, beat out a single to shortstop to score the final run.

Athletics 10, Indians 0: In the American League, in Cleveland, rookie Mark McGwire homered twice, tying a major-league record with five homers in two games, and Steve Ontiveros pitched a two-hitter for Oakland.

McGwire hit bases-empty homers in the fourth and seventh innings, his 26th and 27th this season. The top in the major leagues. He became the first rookie to hit five homers in two games, although 13 other players have done so, the last previous being Gary Carter of the Mets on Sept. 3-4, 1985.

McGwire also doubled in the second, got an infield single in the eighth and in the ninth flew out to the warning track in right field. After scoring five runs Saturday, he

scored four Sunday, the nine runs in two games tying a major-league record held by four other players. But the last previous player to accomplish this feat was Melo Almada of the Washington Senators, in 1937.

Red Sox 6, Yankees 2: In New York, Al Nipper pitched a five-hitter and Jim Rice drove in two runs for Boston.

Teammate Don Baylor was hit by a pitch for the 244th time, breaking the major-league record set by Ron Hunt.

Tigers 8, Orioles 7: In Detroit, Alan Trammell singled home Matt Nokes with the winning run in the 11th after Bill Madlock had hit three homers against Baltimore.

The Orioles took a 7-4 lead into the ninth, but the Tigers led when Tom Niedenfuer gave up consecutive homers to pinch-hitter John Grubb, Nokes and Madlock. Nokes singled in the 11th, and Madlock bunted him to second.

McGwire's 3 Home Runs
Help A's Crush Indians

Compiled by Our Staff From Dispatches

CLEVELAND — Rookie Mark McGwire hit three home runs Saturday to lead the Oakland Athletics to a 13-3 rout of the Cleveland Indians.

"Mark put on an tremendous exhibition," said designated hitter Reggie Jackson, who in 1969 became the

SATURDAY BASEBALL

first Oakland player to hit three homers in one game, an accomplishment matched only by Dave Kingman in 1984 and now McGwire.

McGwire made it 2-0 in the first inning, after Jose Canseco doubled into the left-field corner with two out, hitting Ken Schrom's next pitch 400 feet over the wall in left-center.

McGwire homered leading off the fifth. Jackson followed McGwire's single in the seventh with his 557th major league home run, and McGwire made it 12-3 in the ninth when he followed Canseco's single with his 25th homer this year.

Yankees 9, Red Sox 1: In New York, Don Mattingly hit a three-run home run in the first and went 2-for-5 against Boston.

Angels 3, White Sox 1: In Chicago, Devon White scored from first base on a sacrifice bunt and a throwing error, then homered to help California win its sixth in a row.

Royals 6, Mariners 0: In Kansas City, Missouri, Bret Saberhagen pitched a three-hitter against Seattle for his major league-leading 13th victory.

Orioles 4, Tigers 2: In Detroit, Lee Lacy's two-run double in the ninth ended Baltimore's eight-game losing streak on the road.

Blue Jays 8, Brewers 1: In Milwaukee, Jim Clancy pitched a four-hitter and Lloyd Moseby drove in five runs, three with a homer. Clancy struck out seven as he finally got his eighth victory after six straight losses.

Rangers 11, Twins 6: Rangers 7, Twins 2: In Arlington, Texas, pinch-hitter Mike Stanley greeted reliever Jeff Reardon with a grand slam home run in the eighth to give Texas a doubleheader sweep. In the fourth inning of the opener, Ruben Sierra hit a three-run homer and Larry Parrish a two-run shot to help beat Minnesota.

Astros 6, Giants 5: In the National League, in San Francisco, Kevin Bass doubled twice, ripped and homered as Jim Deshaies won his sixth straight and the Giants lost their 11th in 13 games. San Francisco also lost outfielder Candy Maldonado for at least six weeks when he fractured a finger on his right hand while chasing Bass's third-inning triple.

Dodgers 4, Reds 3: In Los Angeles, Pedro Guerrero's single to center with two out in the 10th scored Steve Sax from third base to beat Cincinnati.

Mets 5, Phillies 4: In Philadelphia, Terry Letcher allowed only four hits over eight innings for New York. Jesse Orosco started the ninth and allowed a leadoff homer to pinch-hitter Chris James and a one-out double to Mike Schmidt before Roger McDowell relieved. After a two-out, RBI single by Glenn Wilson, McDowell got Lance Parrish to ground into the final out.

Pirates 7, Cubs 0: In Pittsburgh, Rick Reuschel pitched a four-hitter for his 21st shutout in the majors and Junior Ortiz drove in three runs.

Cardinals 15, Expos 5: In Montreal, Curt Ford hit two homers, one a two-run shot during a six-run St. Louis third. Ford began the game with three homers in 345 major-league at-bats.

Padres 8, Braves 4: In San Diego, Tony Gwynn tripled in a run, then singled to help break a seventh-inning tie as the Padres won for the 11th time in 14 games. (UPI, AP)



Oakland's Mark McGwire paused momentarily to watch the flight of his third home run of Saturday's game in Cleveland.

SCOREBOARD

Baseball

Friday's and Saturday's Major League Line Scores

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